

THE PROCUREMENT CENTER REPRESENTATIVE PROGRAM AND H.R. 4746

HEARING

BEFORE THE

SUBCOMMITTEE ON PROCUREMENT, TOURISM, AND
RURAL DEVELOPMENT

OF THE

COMMITTEE ON SMALL BUSINESS
HOUSE OF REPRESENTATIVES

ONE HUNDRED FIRST CONGRESS

SECOND SESSION

ON

H.R. 4746

TO DIRECT THE ADMINISTRATOR OF THE SMALL BUSINESS ADMINISTRATION TO STATION A TRADITIONAL PROCUREMENT CENTER REPRESENTATIVE AT THE DEPARTMENT OF AGRICULTURE, THE NAVY SEA SYSTEMS COMMAND, AND THE ENVIRONMENTAL PROTECTION AGENCY

WASHINGTON, DC, JUNE 12, 1990

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THE PROCUREMENT CENTER REPRESENTATIVE PROGRAM AND H.R. 4746

TUESDAY, JUNE 12, 1990

HOUSE OF REPRESENTATIVES,
SUBCOMMITTEE ON PROCUREMENT, TOURISM,
AND RURAL DEVELOPMENT,
COMMITTEE ON SMALL BUSINESS,
Washington, DC.

The subcommittee met, pursuant to notice, at 2 p.m., in room 2359-A, Rayburn House Office Building, Hon. Ike Skelton (chairman of the subcommittee), presiding.

Chairman SKELTON. Ladies and gentlemen, thank you for waiting. Thank all of you for being with us today. We really have two purposes for our hearing. One is to review the current status and progress of the Procurement Center Representative Program of the Small Business Administration and to hear the recommendations and suggestions from those who work with the program.

Today, we will be hearing about traditional procurement center representatives who are the small business owners' point-of-contact for successful Federal contracting.

We will also hear about breakout procurement center representatives. These SBA employees review purchase requirements, generally at the Department of Defense, from a technical standpoint to make sure that the supplies and services which are purchased by an agency do not unnecessarily restrict competition.

The second purpose for our hearing today is to consider the bill H.R. 4746, which would enlarge and extend the Procurement Center Representative Program. I will let my colleague from Massachusetts, the distinguished author, explain the details, but just let me say that I was happy to join as an original cosponsor with him because I think this program is strong, and I think it provides honest opportunities to hardworking small businesses.

It seems clear that the Procurement Center Representative Program continues to be a winner. I am particularly pleased that this bill would target the Department of Agriculture. I think that a great many of their activities would lend themselves to development of small businesses.

Without objection, I will ask that the full text of my opening statement be placed into the record.

[Chairman Skelton's opening statement may be found in the appendix.]

Chairman SKELTON. Mr. Conte.

Mr. CONTE. Thank you, Mr. Chairman. I have a long statement. I will place it in the record along with some other material. All I want to do is thank you, Mr. Chairman, and commend you for calling this hearing to review the status of the TPCR and the BPCR Programs at SBA and on H.R. 4746, a bill to direct the SBA to station a traditional procurement center representative at each of the awarding authorities in the Washington metropolitan area whose procurement budget exceeds \$600 million annually.

Regarding H.R. 4746, the Washington metropolitan area is currently covered by seven TPCR's, plus one from Philadelphia, three TPCR's short of full residence coverage. Enactment of this bill would assign coverage at the Department of Agriculture, the Navy Sea Systems Command, and the Environmental Protection Agency, whose combined procurement budgets total over \$13 billion annually.

I believe that H.R. 4746 will significantly expand small business Federal procurement opportunities. H.R. 4746 also continues my quest for more competition in Federal procurement.

Mr. Chairman, I will put the rest in the record.

Chairman SKELTON. Without objection, your entire statement is placed in the record.

[Mr. Conte's opening statement, with attachments, may be found in the appendix.]

Chairman SKELTON. We wish to welcome again Mr. Mitchell F. Crusto. We thank you for joining us. He is the Associate Deputy Administrator for Finance, Investment, and Procurement of the Small Business Administration. Accompanying Mr. Crusto is Mr. Robert J. Moffitt, Associate Administrator for Procurement Assistance at the SBA. Testifying next will be Mr. Joseph Foglia, Traditional Procurement Center Representative, NASA Langley Research Center, Hampton, Virginia, and, finally, we will hear from Mr. Joseph Giordano, Breakout Procurement Center Representative, Naval Aviation Supply Office, Philadelphia, Pennsylvania.

Before I call on Mr. Crusto to begin, I will ask Mr. Lancaster if he has an opening statement.

Mr. LANCASTER. Thank you, Mr. Chairman. I join with the ranking minority member in commending you on calling these hearings. A couple of years ago, with your assistance, we were able to obtain a PCR for North Carolina, which has been a tremendous boost to procurement in North Carolina.

I have been very impressed with the program because of that experience. I am very anxious to be involved on this committee in making certain that other areas of the country have this opportunity. Accordingly, I am an original cosponsor of Mr. Conte's bill and look forward to working with him on this enactment.

I hope that in this hearing, and from the preliminary testimony I think that will be the case, that we will be hearing about savings that have been occasioned through the BPCR Program. I do believe that we should examine the possibility of extending this to non-DOD agencies because of what looks like very promising results in DOD. I hope that you will take a look at that and, perhaps, address that, one or more of you, in your statements here today.

Once again, I am pleased to be a part of these hearings and certainly believe that these PCR's have been very beneficial in my

State and other States in obtaining appropriate response from small business to procurement opportunities in their States. Thank you, gentlemen. Thank you, Mr. Chairman.

Chairman SKELTON. Thank you. I have noticed your intense interest in this subject. We appreciate you, not just for being with us, but for your keen interest, as well.

Mr. Hefley, do you have comments? Mr. Machtley.

Mr. MACHTLEY. I have no comments.

Chairman SKELTON. Thank you all for being with us. It is all yours, Mr. Crusto. Welcome again.

TESTIMONY OF MITCHELL F. CRUSTO, ASSOCIATE DEPUTY ADMINISTRATOR FOR FINANCE, INVESTMENT, AND PROCUREMENT, ACCOMPANIED BY ROBERT J. MOFFITT, ASSOCIATE ADMINISTRATOR FOR PROCUREMENT ASSISTANCE, U.S. SMALL BUSINESS ADMINISTRATION

Mr. CRUSTO. Thank you, Mr. Chairman and distinguished members of the subcommittee. We have submitted into the record, with your approval, a full testimony, statement, and attachments.

Chairman SKELTON. Without objection, it will be entered into the record.

Mr. CRUSTO. Thank you, sir. I would like to use the time to just summarize the testimony.

Chairman SKELTON. Please.

Mr. CRUSTO. First of all, we are here to talk about the current status of the traditional and breakout procurement center representative programs of the U.S. Small Business Administration.

As you have noted, I have here a number of our employees, including Robert Moffitt, the Associate Administrator for Procurement Assistance.

As you are aware, the SBA is deeply and directly involved in the procurement process at every major Federal agency. SBA has the important mission of increasing both the dollar value and the percentage of total Federal contract awards to small, small disadvantaged, women-owned, and veteran-owned businesses.

Traditional procurement center representatives and breakout procurement center representatives stationed at Federal agencies in Washington, DC, as well as selected military and civilian installations throughout the country, are key weapons in the SBA arsenal of programs designed to accomplish this mission. At the Department of Defense installations, where both traditional and breakout PCR's are assigned, they perform complementary functions which provide a comprehensive array of services that have proven to be effective in assisting small business contractors.

On a traditional PCR program, the primary function served is to ensure that Federal procurements are set aside for small businesses whenever there is a reasonable expectation that two or more capable small businesses will bid at fair market prices. Historically, small businesses and PCR-covered installations have received approximately 19 to 20 percent of total contract dollars. In 1989, awards to small businesses at PCR-covered installations totaled \$27.2 billion, but over \$11 billion of that total solicited small business set-aside.

The traditional PCR is SBA's cop on the beat at major procurement agencies, and there are currently 59 in total, covering approximately 290 installations on either a resident or liaison basis. Another 100 locations are covered on an on-call or as required basis.

The results achieved by this dedicated group of procurement professionals are truly impressive. Over the 3-year period, since 1987, over \$2.2 billion in set-aside awards directly resulted from traditional PCR activities; more than 50,000 small business sources were added to the bidder's list; in excess of 15,000 small firms were counseled on Federal procurement; and more than 6,800 procurements were recommended for SBA's Section 8(a) Program. In addition, traditional PCR's reviewed over 20,000 subcontracting plans to ensure that small and small disadvantaged businesses received maximum practical opportunities to bid in subcontracting awards.

Additionally, PCR's use a variety of techniques to achieve small business awards, often relying on their experience and power persuasion to accomplish their objectives.

For example, sir, your district, I believe, in the St. Louis area, the Army Troop Support Command had a requirement to purchase enhanced commercial generator sets in five sizes, ranging from 5 to 60 kilowatts. They planned to issue the solicitation on a unrestricted basis, allowing competition from both large and small businesses. From experience, they knew that there were a number of small firms that had the capacity to manufacture generator sets at competitive prices. The traditional PCR discussed the potential for a set-aside with the contracting personnel. As a result of this action, the two smaller-sized generator sets were solicited as a total small business set-aside, with a value estimated at \$1 million to \$1.5 million.

Although set-asides are very important, the work of traditional PCR's encompasses a wide range of other activities that offer significant benefits to the small business community. Traditional PCR's act as ombudsmen for small businesses in their dealings with Federal agencies. They do so by counseling small firms on how to do business with the Government; introducing small firms to the procuring agencies; participating in and speaking at procurement conferences and business fairs; participating in SBA surveillance reviews of small business programs at selected agencies; and reviewing subcontracting plans.

Now, for the Breakout Program, sir. This was established in response to growing concerns regarding the expense to the Government of sole source contracts, particularly defense contracts. Public Law 98-577 authorized the SBA Administrator to assign breakout PCR's at major DOD installation centers which offered potential for breakout savings.

Initially, 31 locations were identified for breakout coverage. These were constantly under review, and, as the situation warrants, consideration was given for modification.

In order to provide meaningful insight into the Breakout Program, it is necessary to stress a little bit what breakout entails. It is, basically, any action that enhances the competitive nature of a Federal procurement for supplies. This concept is best illustrated by example. A Federal installation planned to acquire wing flap as-

semblies for the F-111 aircraft using other than full and open competition. The wing flaps were directed sole source to General Dynamics on the basis of nonavailability of the master layout and tooling list.

The breakout team from SBA researched the data and was able to obtain the master layout and tool list from Air Force records. The parts were then obtained under full and open competition, which resulted in savings of \$24.1 million in fiscal year 1988 with additional \$35.4 million in fiscal year 1989, for a total savings to the Government of \$59.5 million.

The SBA has consistently achieved impressive success in the Breakout Program during the past several years. For fiscal year 1989, over \$255 million of savings were attributed to the Breakout Program. Since 1987, over \$676 million has been saved through SBA's breakout activities.

The Breakout Program continues to evolve due to experience and changes in Government procurement. Recent activities during 1989 and 1990 include the authorization of an expanded appeal authority. Breakout procurement center representatives can now appeal unfavorable determinations of buying activity to the Secretary's level in the same manner as traditional PCR's. I believe that Mr. Conte also sponsored that bill that changed that procedure.

In summary, sir, traditional and breakout procurement center representatives increase the share of Federal contract dollars accruing to small business concerns. In addition to this basic, crucial function, PCR's expand competition. Increased competition lowers costs, improves quality, and enlarges the Nation's industrial base by keeping the Federal Government arena open to new participants in the small business community. Thank you, sir.

[Mr. Crusto's statement, with attachments, may be found in the appendix.]

Chairman SKELTON. Thank you, Mr. Crusto. Mr. Foglia.

TESTIMONY OF JOSEPH FOGLIA, TRADITIONAL PROCUREMENT CENTER REPRESENTATIVE, NASA LANGLEY RESEARCH CENTER

Mr. FOGLIA. Thank you, Mr. Chairman.

Chairman SKELTON. If you have a prepared statement, you may offer it for the record and summarize.

Mr. FOGLIA. OK, I will do that. Thank you.

I am the resident Traditional Procurement Center Representative at NASA Langley Research Center in Hampton, Virginia. In addition to NASA, I also have nine other Department of Defense installations that I am liaison PCR for.

My primary duties require me to review procurement requests for solicitations that are not set aside for small business and over \$25,000.

I also initiate individual or class set-asides on all acquisitions meeting the Federal acquisition regulations that have not been set aside by the procurement center.

I counsel small business on doing business with the Government.

I assist small firms having problems with the Federal agency. This can include problems as diverse as understanding solicitation

requirements and terms or receiving payment on a completed contract.

I am continually reviewing the center's acquisition system to ensure that small business receives the most opportunity to bid there.

I appeal unwarranted rejections or requests for individual set-asides, unilateral and SBA initiated set-asides.

I recommend acquisitions for the 8(a) consideration and assist the agency in identifying approved firms in the 8(a) Program.

I review subcontracting plans submitted to the agency for all acquisitions exceeding \$500,000, or \$1 million for construction, and assure that small, small disadvantaged, and women-owned businesses receive a fair share of subcontracting opportunities.

Annually, I hold a meeting with the head of the procurement center to discuss small business participation at the center and any deficiencies detrimental to their participation and recommend corrective action.

This is an abbreviated explanation of my duties and responsibilities. I would like to give you a specific example of a small business set-aside that I effected.

The Naval Facilities Engineering Command in Norfolk, Virginia, has a yearly requirement for maintenance dredging at Norfolk Naval Station. In previous years, the solicitation has been set aside for small business. Since the Navy was increasing the project depth and almost half of the total requirement had to be dredged in a 20-day period, they planned to issue an unrestricted solicitation.

I checked with three potential small business bidders, and they were aware of the added requirements, assured me that they could meet the specifications, and did plan to submit bids. I issued a form 70, requesting that a small business set-aside be made, which was denied by the contracting officer.

I further appealed the case to the head of the Procuring agency, who also denied my request. The case was forwarded to the SBA central office, Office of Procurement Assistance, for further appeal to the Secretary of the Navy by the Administrator of the Small Business Administration.

The Secretary of the Navy sustained our appeal, and the solicitation was issued as a total small business set-aside. The estimated dollar value of the procurement was \$2.4 million.

I will be happy to expand on the description of my duties as a traditional PCR and answer any questions the chairman and committee members may have. Thank you for your attention.

[Mr. Foglia's statement may be found in the appendix.]

Chairman SKELTON. Thank you, Mr. Foglia, very much, sir. Mr. Giordano.

TESTIMONY OF JOSEPH GIORDANO, BREAKOUT PROCUREMENT CENTER REPRESENTATIVE, NAVAL AVIATION SUPPLY OFFICE

Mr. GIORDANO. Yes, sir. I would like to summarize my testimony. Chairman SKELTON. Without objection, it will be inserted in full.

Mr. GIORDANO. Thank you. I am the Breakout Procurement Center Representative stationed at the Naval Aviation Supply Office in Philadelphia, Pennsylvania. I serve as an advocate for the

breakout of items for procurement through full and open competition, and promote the use of full and open competition, whenever appropriate, for the procurement of supplies and services at the Aviation Supply Office.

I am the leader of a breakout team, which includes two technical advisors—one is an accredited engineer, as I am, and one is a procurement analyst—and a procurement assistant, who provides clerical support. We work closely with the traditional PCR and together form the SBA team supporting small business participation in ASO acquisitions.

In performance of my job, I review available documentation relating to supplies and services that are proposed for acquisition under restricted or sole source conditions. Based on an integrated assessment of technical/engineering and cost considerations, I determine which actions should offer opportunities for the introduction or expansion of competition, while maintaining the integrity of the system in which the item is used.

The actual documents reviewed include engineering drawings and specifications and other technical data describing the types of material required, tooling and labor skills required, and the production and fabrication processes involved.

If any opportunities are identified, I coordinate with the appropriate ASO officials and recommend changes which will improve the competitive nature of the item. In order to promote the Breakout Program and ensure that our concerns regarding competitions are not neglected, I maintain a close working relationship with the technical and engineering personnel at ASO.

An example of a breakout action we accomplished at ASO involves an adapter assembly for the J-52 jet engine, which is used on the U.S. Navy's A-4 and A-6 attack aircraft. The Navy intended to acquire these parts from a large business on a sole source basis. After reviewing the proposed procurement, we identified the actual manufacturer of the part, which was a small business concern, and recommended that they be afforded the opportunity to compete for these parts. The small business won the award at a unit price which was over \$7,400 less than the previous sole source award to the large business. The total savings to the Government for the quantities the Navy acquired in fiscal year 1989 amount to over \$2.4 million.

I also counsel small business concerns seeking to do business with the Government, helping them understand some of the peculiarities involved in DOD procurement. Additionally, I intercede on behalf of small businesses who have complaints or concerns which they believe unnecessarily preclude them from participating in acquisitions at ASO.

Together with the traditional PCR, I hold an annual briefing with the commander of ASO to review the extent and adequacy of their breakout activity. During this meeting, I discuss both strong and weak points of ASO policies and procedures as they relate to competition and remind the commander of our joint mandate to enhance competition.

Of course, the above does not encompass all of my duties, responsibilities, and program interrelationships.

I would be happy to answer any questions the chairman or committee members may have regarding my breakout mandate. Thank you for your attention and interest.

[Mr. Giordano's statement may be found in the appendix.]

Chairman SKELTON. Thank you, Mr. Giordano, very much. Mr. Conte.

Mr. CONTE. Thank you, Mr. Chairman. These questions can be directed to any one of you as a panel. What is your opinion of H.R. 4746 to station an additional three PCR's in the Washington metropolitan area?

Mr. CRUSTO. Mr. Conte, I would like Mr. Moffitt to talk a little bit about the manner by which we select locations for our PCR's.

Mr. CONTE. OK. Mr. Moffitt.

Mr. MOFFITT. Yes, sir, Mr. Conte, Mr. Chairman, and the subcommittee. For some time we have recognized the need for additional traditional PCR's in the Washington area. However, budget restrictions and other priorities have prevented us from filling some of these positions.

Three additional PCR's will greatly improve our PCR coverage. In addition to going after additional set-asides and helping other small businesses get into those three locations, we also will be able to cover more liaison activities.

One of the reasons why we feel that the Washington area is so important is because there are so many large agencies and departments here that have significant procurement budgets, and without adequate coverage, we feel that a lot of opportunities for small businesses are overlooked, and, therefore, small businesses do not have a chance to participate fully in the Federal market.

Mr. CONTE. So, if we get them, it will help small business participate in the Federal contracting business?

Mr. MOFFITT. That is right, sir. As was pointed out, the PCR's do a lot of things, look for set-asides, review subcontracting plans, counsel small businesses, work with the procuring agencies to ensure that the mandates of the Small Business Act are followed. They also make recommendations for the 8(a) Program and things like this. We feel, with the significant dollar values of the agencies, that small business will be able to obtain a larger portion.

Mr. CONTE. Well, some may argue that \$200,000 is a lot of money, and it is. But do you feel that with \$200,000 you can recapture this cost with all the good you are going to do?

Mr. MOFFITT. Well, I think we are all aware of the savings that are generated by the Breakout Program. One thing that is not quite as well advertised is the savings, the result, from the operations of the traditional PCR's.

In fiscal year 1989, the traditionals, through adding sources, increasing competition, and identifying additional small business set-asides, saved some \$28 million. If you divide this by the total number of traditional PCR's you come up with an average figure, per PCR, of some \$400,000. We would not expect to realize this immediately at any new installation where we put a PCR, but we would expect, in a reasonable time, that they would approach this average.

Mr. CONTE. Well, that is good. Have the new appeal powers for the BPCR's helped small business and the SBA? If so, do you have a specific example?

Mr. MOFFITT. The new appeal powers have helped SBA and, of course, small business. While we have not processed the breakout appeal to a Secretary level or the head of an agency, we have found that just the threat of doing so has helped us win a number of cases at a lower level than the Secretary.

As was explained previously, the way that the appeal process works is first we go to the program manager or contracting officer, as far as the breakout goes. If it was rejected at that level then we go to the head of the contracting agency. If that fails, and we still feel that there is a good case, then we go to the Secretary level.

In one case, out of Picatinney Arsenal, that was for the development and production of a major weapon system, we pursued, at the local level, a request for a breakout. That request was denied, and we forwarded it on to the commander of Rock Island Arsenal. Based on their review and part of the appeal process, the commanding officer there did approve the breakout, and the Government will realize some \$20 million in savings.

It is my conclusion that the new process has greatly enhanced our ability to obtain favorable action on our recommendations for breakout.

Mr. CONTE. That is encouraging to hear. Section 502 of Public Law 100-656 requires a Government-wide small business participation goal of 20 percent and that each agency meet or exceed the planned contract goal. In 1989, DOD only achieved 19 percent and is now in negotiations for a goal of 16 to 17 percent.

What can we do to assist the SBA in meeting the 20-percent goal?

Mr. MOFFITT. As you know, sir, it is the procuring agencies that actually make the awards to small and small disadvantaged businesses. It is through our procurement center representatives and our breakout representatives that opportunities are increased for small and small disadvantaged businesses.

Anything that can be done to increase the effectiveness and productivity of our PCR's and breakout PCR's will help increase awards and, thereby, the percentage of awards to small business.

One additional thing we have considered for some time, but have been unable to reach an agreement, is that the appeals on small business set-asides end with the Secretary of the department or the head of the agency. Sometimes, we get less than a completely fair decision because of the interest of the agency or the department, and that it might possibly be more effective if there was possibly an independent authority making those decisions.

Mr. CONTE. Several years ago there was an attempt, as you know, to repeal the Rule of Two. What would small business participation be like today if we did not have that regulation?

Mr. MOFFITT. We, at SBA, feel the Rule of Two is extremely important. It would be hard for me to project just exactly what the participation rate of small business would be at this point if we did not have the Rule of Two. Although I think it is fair to say that our job would be made much more difficult, and, in fact, we would revert back to the time, 6 to 7 years ago, when we did not have the

Rule of Two and where the criteria was sufficient competition to ensure fair or market price.

At that time, our PCR's found it very difficult to convince the contracting officers that there were adequate competitions to make a small business set-aside. A lot of times the contracting officers pick arbitrary numbers. They say, "Well, you need to show us nine small businesses that will bid," or "You need six," or some number, and we could never reach an agreement, and it was much more difficult to get small businesses set-asides. So, I think that with the continued use of the Rule of Two, it makes our job easier to define set-asides and, therefore, get small business participation.

Mr. CONTE. What is the difference between the SBA's BPCR's and the agency's competition advocates?

Mr. MOFFITT. The breakout PCR's and the competition applicants have similar duties. They are both looking for items to open up to full and open competition.

The primary difference is that the competition advocates work for, and are paid by, the agency where they are stationed. They have sort of a dual mission, that of the agency where they work and also to look for breakout. Sometimes, these can be in conflict. On the other hand, the breakout PCR's work for SBA, are paid for by SBA, and we feel that they can be more objective, and that they can be more aggressive in their pursuit of potential breakouts.

Mr. CONTE. What is the difference in the duties and responsibilities of the PCR's and the SADBUs?

Mr. MOFFITT. Again, the duties of the traditional PCR's and the SADBUs, so to speak, mirror each other.

Mr. CONTE. Is there any conflict in the mission of these two?

Mr. MOFFITT. Well, the SADBUs primary mission is that of their agency where they are employed. The mission of the traditional PCR's, of course, is to help small business. Again, sometimes, these missions can conflict.

Mr. CONTE. How effective are the SADBUs as small business advocates?

Mr. MOFFITT. Our experience is that they vary from being very effective to being not so effective. In some procurement centers, they are double-hatted. In other words, they have other duties besides being a small business specialist. This, of course, creates problems when you have two roles or more, or two hats.

Sometimes, again, they are required to follow the mandates of whatever mission it is that they have at that agency, whether it be DOD or civilian agencies.

We feel, because of the SBA's PCR independence, that we can be a lot more supportive and more aggressive in pursuing small business interests.

Mr. CONTE. Is the PASS system an effective tool for small business participation in Federal procurement? If so, how can it be improved or increased?

Mr. MOFFITT. The PASS system has been in existence for over 10 years now. I believe that it has made significant gains in the past several years as far as the number and quality of the small businesses that are included in the data base. PASS is currently used by over 400 large prime contractors and Government agencies to develop their bidders list.

I feel it is a very effective tool in identifying small business sources, and helping Government agencies and large prime contractors come up with viable small business sources. We are currently in the process of enhancing, improving, and enlarging PASS. We would like to make it the national small business directory. In other words, used by all Government agencies and all prime contractors as a small business source list.

We hope to have over 250,000 firms in PASS by the end of this fiscal year, and we hope to even increase that number further on follow-up years. Of course, to do this, as in anything else when you enlarge or improve a project, you need additional funds. We believe we have the funds for this current year, and we have submitted budget requests to continue with our enhancement and improvement of PASS.

Mr. CONTE. Is the "Buy America" provision of the FAR effectively utilized? Does it really protect American manufacturers?

Mr. MOFFITT. The Buy America Act, together with the Trade Act, is a very complicated—complicated I guess is too strong a term, but it has varying impacts. Certainly, it can and, in some cases, does help small manufacturers. However, there are a number of other provisions that exempt countries from the Buy America Act such as Canada, Israel, and the countries of the Caribbean basin. This, of course, does not provide protection against firms from those companies bidding against U.S. manufacturers. There are also various thresholds in other legislation that can negate the provisions of the Buy America Act, so I would say it is sort of a mixed bag.

Mr. CONTE. In the previous question, I asked you about the PASS system. Will you explain in writing, for the record, how the PASS system works? Somebody, a layman, reading the record will not know whether we are talking about something in the interior, or exterior, or what. A little explanation, please.

Mr. MOFFITT. I will be happy to do that.

Mr. CONTE. Thank you, Mr. Chairman.

Chairman SKELTON. Thank you. Mr. Lancaster.

Mr. LANCASTER. Thank you, Mr. Chairman. Mr. Crusto, perhaps you or Mr. Giordano can also chime in. I wonder, as to whether or not you think it might be appropriate for the BPCR to be expanded to non-DOD agencies, especially given the conversation that you just had with Mr. Conte with regard to competition advocates really being employees of the agency rather than true advocates for small business without any sort of interest at the agency's budget.

I wonder if you both might comment, you for your perspective as a BPCR and yours in your capacity, Mr. Crusto.

Mr. CRUSTO. I am going to ask Mr. Moffitt to tell of the history of why the Breakout Program was created. It may help explain it.

Mr. MOFFITT. The Department of Defense had a breakout program back in the 1960's. In the mid-1970's, SBA did a study to review the effectiveness of that program to assure that small businesses had the maximum opportunity to bid on Government procurements. We found that, generally, the DOD's breakout system was not performing as intended. In 1980, we put breakout PCR's at three Air Force installations.

Quickly, it became apparent that there was a considerable number of solicitations being put out on a sole-source basis that, in fact, should be put out as full open competition. In a matter of 3 years, we had demonstrated over \$100,000 worth of savings just with three individuals. Shortly thereafter, we added another location to this pilot program, and then, in 1984, we added 10 more.

It was in 1985 that we received the mandate of Congress to expand the program. In 1986 and 1987, we hired over 100 personnel to staff up the Breakout Program and cover approximately 31 DOD locations. If Mr. Giordano would like to add to that.

Mr. GIORDANO. Just a brief comment, thank you, Mr. Moffitt.

Mr. Lancaster, I think it is a good idea to expand the program beyond DOD activities. The return on investment with the breakout PCR's in current locations is 6, 8, 10 to 1. I have found, personally, in my procurement center, that the independent look—sometimes the agency personnel would like to do something but due to restraints it is nice to have someone else from an independent activity carry that ball for them. I think it is a good idea.

Mr. LANCASTER. I wonder, Mr. Crusto, if any thought has been given to giving some, perhaps not a full BPCR authority to traditional PCR's. Is there some hybrid that might be developed that would give existing PCR's some authority to survey a row closer to the BPCR than what they are now serving to enhance their advocacy role?

Mr. CRUSTO. Yes, sir. I think that is very progressive thinking on your part to suggest such an authority be given. The practical problem that we have is that our traditional PCR's are, quite frankly, somewhat stretched in their present duties. As you have identified in your own State, the importance of having a PCR in each State could, perhaps, be a goal in some point in time, which we quite frankly have not achieved. We do appreciate the fact that they benefit the State economy, not only in assistance in helping the breakout and to provide small business opportunities, but also in counseling and other ombudsman roles that they play.

I think the answer is, yes, sir; we could be assisted in adding to their authority in that regard, but, at the same time, it would put an additional pressure, burden, on the traditional PCR's.

Mr. LANCASTER. Would such an expansion in authority require legislative action, or is that something that could be handled administratively?

Mr. MOFFITT. No; I believe we could put these additional duties on a limited basis on traditional PCR's without additional legislation.

Mr. LANCASTER. Mr. Foglia and Mr. Giordano, I think it is very good that we actually have some live folks here who actually work in the field everyday, working as advocates for small business, and, of course, you both did a good job in sort of telling us what you do. But I wonder if you might tell us what might make your job easier or more effective. Would it be better if there were increased authority, as I have just suggested, giving you some of the authority of a BPCR, in your case, Mr. Foglia? Do you need less supervision, more supervision, increased duties? Just give us some suggestions from your perspective out in the field as to how your program

might be better, because your statements were pretty much limited to what you do, and not how you might do that job better.

Mr. FOGLIA. Mr. Lancaster, thank you. I would like to piggy-back on what Mr. Moffitt stated earlier about our appeal provisions. One of the big hammers that we hold over the agency to push our small business set-aside program is the threat that we can go over their heads at a local procuring agency. That is only limited to the fact that once it gets up into the system, into their particular commands, the decision is decided by that Secretary, and we know that the Navy will stick together, and the Army will stick together, so we have a problem there.

The final decision, we think, should be made by an independent agency. Knowing that maybe we can get a fairer look because when we push for a particular set-aside, when we check our sources, evaluate the solicitation, are aware of the specifications required, know that our companies can meet their requirements, we have a real good case. We are not going to go to that extent, pursue a set-aside, unless we feel strongly that it should be a set-aside. When we get up to the highest level, of let us say the Navy for instance, and they just dismiss it out of hand without even a fair look, we feel like that opportunity has been wasted. We think an independent agency should be an arbitrator for our particular appeal process.

The other thing I would like to add is that we get involved—I know in my particular area I am involved—with research and development to professional services, to supplies, to janitorial nonprofessional services. You name the type of commodity or service that the Government purchases, and we get involved in it.

Sometimes, when there is some additional technical training that we need, in the way that the Navy, for instance, may buy or evaluate, or the technical requirements from service to service, we are limited in the amount of training that we can get in various fields. I think if we had a little more training in some areas, we could do a better job for small business.

Mr. LANCASTER. Thank you. Mr. Giordano.

Mr. GIORDANO. Yes, Mr. Lancaster. Based on a wish list of things, real world things, to be able to improve breakout PCR's' ability to be more effective, the national meeting that we have, along with Mr. Foglia, at times, is the only opportunity to network across the 30-odd Department of Defense locations that the PCR Program is in. It is an opportunity for the traditionals and breakouts to share techniques and ways of doing things.

Basically, also, three items that I feel that could be possibly addressed. Right now there seems to be multimillions of potential savings of SBA recommendations that are basically sitting at DOD Headquarters Command for review due to the reduced funding for them to review and improve the engineering decisions. A lot of the items are flight-critical, safety-involved, so it is not an easy task; it is labor-intensive. Processing of some of these unsolicited proposals takes a period of time which precludes the opportunity of developing competition on the instant buy or trying to split the procurement to save the buy for competition and buy only what is needed for the emergency.

If there were more funds available to the DOD people—I know funding is very short, and we are all trying to do better with what we have—these SBA recommendations sitting in limbo could be approved more expeditiously.

There were a lot of good words that were generated in the law regarding prequalification requirements and the testing to be paid by the Government when it is in the Government's best interest. This would be very helpful for small businesses trying to get approved when their prequalifications testing was very costly. I think words along that analogy concerning the reverse engineering and bailment program is necessary, because the standardization guidance across the services is quite different from being beneficial, and an incentive to try and do competition, especially with proprietary data work around, would be enhanced.

One other area. SBA has been very fine in supporting their field people and giving them computers they need to do their jobs better and track the savings, the cases, and the opportunities for reporting. However, there are some software opportunities out there, some of which the procurement centers have and would like to do some special programming to give to us, but it would have to be reimbursed by SBA, and SBA does not have the funding to do this. I think it would be very cost-effective. There are several programs. The way it is right now, it is fairly labor-intensive to track on a one-to-one basis or cross-reference a list. I think that would be very helpful. Thank you.

Mr. LANCASTER. Thank you, Mr. Chairman, and thank you, gentlemen.

Chairman SKELTON. Thank you. Mr. Hefley.

Mr. HEFLEY. I am curious. The PCR's basic responsibility is to be an advocate for small businesses; is that correct?

Mr. FOGLIA. Yes, sir; in a generic sense, and to try to effectuate set-asides, which are, probably, one of the most effective means of which they are assisting small businesses.

Mr. HEFLEY. What would you guess is the average percentage of time that the average PCR spends on doing that for small business as a whole, as opposed to doing that for disadvantaged small business?

Mr. FOGLIA. I would say that, in general, this is really going to be a rough estimate, sir. Probably, 75 percent small business and 25 percent geared specifically toward disadvantaged businesses, which are still small businesses, of course.

Mr. HEFLEY. When you have set-asides going for small business, do you ever go back and relook at those and say, "Well, I wonder what percentage of that overall small business set-aside we could make for disadvantaged small business?"

Mr. FOGLIA. Yes; we go back and take a look. We attempt to, in all of our set-asides, add disadvantaged sources. We are always attempting to locate new companies, specifically disadvantaged companies in this climate to help provide them more opportunity to bid with the Government.

Mr. HEFLEY. If you cannot find a disadvantaged small business that would qualify for a particular whatever in that region, do you go to other regions of the country to try to bring them in?

Mr. FOGLIA. Sure. We would go through our PASS system. We go to other PCR's in other parts of the country. We share sources lists from various agencies all over the country. We network quite well together. If I need a particular disadvantaged source to do a service in the Norfolk, Virginia area, and I do not have one, I would automatically try Long Beach, California or Charleston, South Carolina, where there are other predominantly Navy-type installations. We think we can network in that way very effectively, and we do.

Mr. HEFLEY. Well, it is kind of a two-edged sword. I am thinking of a particular incident in my district where a small business had a Government Defense Department contract, and they did very well with that. The Government was tickled to death with them and wanted them to do phase two of the contract and somebody said, "Oh, no; that ought to be a disadvantaged small business set-aside of some kind," and there were not any in Colorado to do that job, and they came to the east coast to get someone to do it.

So, we had a small business in Colorado that was succeeding, doing a good job, did not happen to be a disadvantaged small business but was doing a good job, hiring Colorado people, and we went to the east coast to bring somebody in because they were disadvantaged. I am wondering how that kind of idiocy can happen, because that is really not what, I think, was the meaning of the program to start with. I was wondering if the PCR's would thrash around to do that. Was it the PCR that said, "Oh, no, we have got to have this as a disadvantaged contract," or what?

Mr. FOGLIA. Well, it could either come out of two different programs. If it came out of a small disadvantaged business set-aside, it would be strictly a Department of Defense call, and they would make that judgment. If it came out of the 8(a) Program, of course, that SBA is responsible for, before we would take a requirement for the 8(a) Program, we would do what is called an impact study, and we would talk to the company who is the incumbent and make sure the work that was being removed from bidding opportunity and going to the 8(a) Program was not a significant portion of their work—I believe the percentage SBA looks at is 25 percent of their volume. If it was 8(a) work then that impact study would have been done.

Mr. HEFLEY. I do not know whether it was or not.

Mr. MOFFITT. Several years ago, a law was passed that placed a requirement on the Department of Defense to award 5 percent of the total value of their contracts to small disadvantaged businesses. As a result, the Department of Defense created the small disadvantaged business set-aside. They published regulations to their activities which established criteria to be considered on all procurements.

The criteria basically say that when you have a solicitation, you first consider whether or not it could be put in the 8(a) Program. If not, then you would consider it for a small disadvantaged business set-aside. If not applicable to that, then a small business set-aside, and then, finally, to put it out unrestricted. That is what the DOD contracting officers are doing on a continual basis, going through that criteria and putting out the bids as they see fit.

Mr. HEFLEY. So, even when it is a follow-up project, they would do it all over again just like it was a new bid, since it had to go out for bid again.

Mr. MOFFITT. That is correct. That is my understanding.

Mr. HEFLEY. Joys of the bureaucracy; yes.

Mr. GIORDANO. Sir, at the procurement center where I am located, with the SBA breakout and traditional coverage, the reservoir and population for set-asides and SDB are fully competitive items, and, hopefully, the breakout team puts them in that category for them to be such. However, at the procurement center that I am stationed, if the item is a new item that becomes fully competitive, that is the first opportunity reservoir for making SDB, so that would preclude the unfortunate situation in your State where an item that was once a set-aside, hopefully, though it is not in concrete, would always stay a set-aside. But to preclude the impact of it going from set-aside to SDB, only newly competitive, fully competitive items would be used that were never awarded in a set-aside small business status and would be the opportunities and candidates for SDB.

Mr. HEFLEY. Thank you very much.

Chairman SKELTON. Thank you. At this time, we will place into the record, without objection, the statement of the Honorable James H. Bilbray, who was here for most of the hearing but had to leave. Without objection, it will be stated in the record.

[Mr. Bilbray's statement may be found in the appendix.]

Chairman SKELTON. Mr. Poshard.

Mr. POSHARD. Thank you, Mr. Chairman. I will be brief. The previous speaker asked some of the questions that I was interested in.

Mr. CRUSTO, in your testimony, you have indicated that the TPCR Program, during the last 3 years, has had about a 50-percent turnover in the personnel. Why is this occurring? Second, how has that affected your ability to bring quality assistance here?

Mr. CRUSTO. I think Mr. Moffitt may be the best person to answer that.

Mr. POSHARD. OK.

Mr. MOFFITT. The reason for the significant turnover is because of the age of the program and the people who operate it. Many of them just came to age of retirement, because they joined the program 20 or 30 years ago.

It has affected our ability to perform—I do not know if that is true or not. We have had to hire a lot of new people, and, as you know, that, sometimes, can be a time-consuming exercise.

The PCR is sort of the unique person. You do not find them out on the street a whole lot. Really, we take them from DOD activities, from DCAS, and from other Government agencies. In varying cases, we have had an easy time replacing them and other times not so easy. However, I am encouraged by a couple of things. First of all, that we brought in what I think are highly qualified, aggressive, well-trained, well-educated people, and we have also been able to bring in a mix of minority and women employees. I think this is to the benefit of the program. Of course, there will be additional training costs, and there will be some work in time, but, once we get everybody trained and up to speed, I think we will continue a great program.

Mr. POSHARD. Was there a smooth transition there in which you had enough of those people stay on to do some important on-the-job training activities with the new people coming in?

Mr. MOFFITT. I think we have two excellent examples of that here in Mr. Foglia and Mr. Giordano, who have been with the program for quite some time and are a valuable resource when we have our training conferences to help bring the newer people along.

Mr. POSHARD. Well, I just wondered about that. Sometimes, when you have that kind of reduction and turnover in personnel in that short length of time, it might mean morale problems within the agency or something of that nature. You are assuring me that is not the case here.

Mr. MOFFITT. That is correct, sir.

Mr. POSHARD. All right. I would like just a quick follow-up, because I am interested in the logistics of the way the PCR's operate. I infer this should be directed to Mr. Foglia or Mr. Giordano. Do you automatically look at all of the bidding cases that are unrestricted solicitations or sole source bids? Do you automatically evaluate all of them for possible small business referral? How do you determine?

Mr. GIORDANO. Basically, I guess you should never say all, but we do look at all the ones that have an anticipated procurement that would more or less culminate in live buy. We look at all the items that are less than fully competitive, which our mandate is to try and make it into full and freely open, and sometimes we do that in one fell swoop if we are lucky, and other times it is little steps. We look at the sole source items.

There are times we even look at the fully competitive items, because, sometimes, they migrate back the final changes. I would say we look at all the ones that give the best return for investment.

Mr. POSHARD. Mr. Foglia, in your testimony you gave an example of a small business set-aside that you effected in regard to the Naval Facilities Engineering Command in Norfolk.

Mr. FOGLIA. Yes, sir.

Mr. POSHARD. Out of curiosity, when you determined, in this particular example, that there was a potential for a small business set-aside, you checked, as you indicated, three potential small business bidders. Who were they, and how did you determine from them? Also, what information were you asking them for, regarding assistance on your decision as to whether or not this should be a small business set-aside?

Mr. FOGLIA. When I first learned of the procurement with the Navy, I would always get to look or ask to get to see the statement of work which had the specific requirements of that job in it. In it, I would be able to gauge the volume of dredging material that had to be dredged in a certain period of time to meet the Navy's needs.

In this particular case, the ship had to be docked at the pier before a certain date. That was the need; that was the urgency. From that, I could determine which of the small business bidders that I am familiar with, and on the east coast there are probably four or five small dredging companies that I thought, on the surface, could meet the needs.

I checked with the companies; do you need names of the companies?

Mr. POSHARD. No, no, no.

Mr. FOGLIA. I checked with them, went down my list of companies that I know do that, and checked, first of all, their availability. With small companies, they are only going to have two or three dredges, so I have to know that they are not committed during that period of time, and I have to know the size of dredge that they have. Generally, the diameter of the dredge would determine how much can be sucked off the bottom of the bay. From that, we can make a calculation on whether or not the cubic yardage can be dredged each day to meet the Navy's requirements.

From the four or five, I came up with three that had time in their schedule to bid on this requirement, had the capability to do this particular job, and were interested in bidding it. From that, I obtained letters from the companies specifically stating the job and the technical requirements as we understood them, and they indicated that they were available to bid and would be bidding on that particular job.

Mr. POSHARD. OK. What I am driving at becomes a question about this particular case. Because I would assume that this dredging operation would require a business to be in at least a close geographical proximity, did you have to solicit people who were nearby?

Mr. FOGLIA. In dredging it would. You would have to be within a few hundred miles.

Mr. POSHARD. In a case not requiring dredging, would you then put that bid out across the country for other small businesses? Are we in a system here whereby, in your position, you are actually guiding contracts to specific small businesses that would bid on these things, or is there a mechanism for letting this out for bid across the broad spectrum of small businesses in the country that might be able to bid on it?

Mr. FOGLIA. I would not say we are letting it out for specific small businesses. We are attempting to let it for small business in general. We would do that through our PASS system, through other contacts at that particular agency, through other PCR's all over the country. In many cases, we would ask a Government agency to put in an announcement in the Commerce Business Daily, the magazine that comes out daily.

Mr. POSHARD. Sure.

Mr. FOGLIA. What we would call a sources sought, where they are looking for companies that are interested and specify that we are thinking of making this a small business set-aside. This way, it gets national publication to all small business companies.

Mr. POSHARD. So, that is the standard operating procedure, the way you are describing it?

Mr. FOGLIA. Yes; we are not looking to generate business for one specific company. We are looking for generating business for small companies in general.

Mr. POSHARD. That was my question. I can understand in this particular instance why you would want to direct your inquiries to specific businesses that could do this job in the area. I just want to make sure that all the small business community is getting a

chance to bid on these things through whatever logistical mechanisms you are able to use. That is the SOP as far as you are concerned?

Mr. FOGLIA. Right.

Mr. POSHARD. Thank you. Thank you, Mr. Chairman.

Chairman SKELTON. Thank you, Mr. Poshard. I have a question, Mr. Crusto. I would ask that you answer this for the record within 30 days. You submit to the record the report that you filed on February 17, 1989, on State traditional PCR's. I ask this because you did mention this in your statement. Out of curiosity, have you done a follow-up on the new States?

Mr. MOFFITT. No; we have not, sir.

Chairman SKELTON. All right. Thank you. Mr. Crusto, in your testimony you cite documented savings of \$676 million in a 3-year life of the breakout PCR Program. Can you give us a ballpark figure of the cost to operate this program? Salaries, overhead, office supplies, et cetera. If you cannot supply it now, would you be kind enough to supply it for the record within 30 days?

Mr. MOFFITT. Mr. Chairman, I cannot give you the cost of the breakout component by itself right now. I can tell you, though, that it costs roughly \$17 million annually to operate the entire procurement assistance program. The breakout PCR's are approximately a third of those employees.

Chairman SKELTON. Would you be kind enough to document that for the record within 30 days?

Mr. MOFFITT. Yes, sir.

Chairman SKELTON. Thank you. Mr. Crusto, have you ever had a request for an agency procurement center, for you to put a traditional PCR in, in the facility of the Department of Agriculture?

Mr. MOFFITT. Yes, Mr. Chairman; we did receive a request.

Chairman SKELTON. What happened?

Mr. MOFFITT. We basically responded saying that at this time we did not have any resources that we would commit, but we would continue to study the situation, and, if resources became available, we would reconsider it at that time.

Chairman SKELTON. It is a matter of a resource problem?

Mr. MOFFITT. Yes, sir.

Chairman SKELTON. Mr. Giordano.

Mr. CRUSTO. Mr. Chairman, excuse me. I believe the writer was the new head of administration, I believe.

Chairman SKELTON. I am sorry.

Mr. CRUSTO. I believe the writer of that letter was the new head of administration for the Department of Agriculture. We also suggested a meeting with her to get together to discuss some of the possibilities along that line.

Chairman SKELTON. OK.

Mr. CRUSTO. On a liaison basis.

Chairman SKELTON. OK. I will not ask you to get anything for the record on that, but it would be interesting to know the outcome of all of this. Thank you.

Mr. Giordano, what is your relationship with the competition advocates office?

Mr. GIORDANO. Well, initially when I came on board in 1984, it was adversarial, but right now, since I am a former employee of

the agency, I know their operations and procedures and have developed a professional relationship. It is very good now. With not only competitive advocate but with the engineering equipment specialist people. We now develop the source approval packages to such a detail, and extent, and labor intensity that all they have to do is rubber stamp it, put a bow on it, and accept it. So, right now, it is very fine.

Chairman SKELTON. Yes. You go ahead, counsel.

Mr. ORBAN. All right. I will not take up the committee's time with the specific requests, but I had requests that were related to the charts that you put in the record regarding the traditional procurement center representatives and the breakout procurement center representatives. With the permission of the chairman, I would like you to submit the questions that the subcommittee had for them to answer within 30 days to be put in the record.

Chairman SKELTON. The question will be submitted in 10 days. You will have 30 days to answer them. Do you agree on that?

Mr. CRUSTO. Yes, sir; we do.

[Mr. Crusto's response may be found in the appendix.]

Mr. ORBAN. I have nothing further.

Chairman SKELTON. Well, gentlemen, thank you so very much. We appreciate your attendance and your excellent testimony, as usual. Thank you.

Mr. CRUSTO. Thank you, sir, Mr. Chairman.

[Whereupon, at 3:15 p.m., the hearing was adjourned, subject to the call of the Chair.]

APPENDIX

101ST CONGRESS
2D SESSION

H. R. 4746

To direct the Administrator of the Small Business Administration to station a traditional procurement center representative at the Department of Agriculture, the Navy Sea Systems Command, and the Environmental Protection Agency.

IN THE HOUSE OF REPRESENTATIVES

MAY 8, 1990

Mr. CONTE (for himself, Mr. SKELTON, and Mr. LANCASTER) introduced the following bill; which was referred to the Committee on Small Business

A BILL

To direct the Administrator of the Small Business Administration to station a traditional procurement center representative at the Department of Agriculture, the Navy Sea Systems Command, and the Environmental Protection Agency.

1 *Be it enacted by the Senate and House of Representa-*
2 *tives of the United States of America in Congress assembled,*

3 SECTION 1. TRADITIONAL PROCUREMENT CENTER REPRESENTA-
4 TIVES.

5 Not later than 180 days after the date of the enactment
6 of this Act, the Administrator of the Small Business Adminis-
7 tration shall have completed such measures as may be neces-
8 sary to station a traditional procurement center representa-

1 tive at the Department of Agriculture, the Navy Sea Systems
2 Command, and the Environmental Protection Agency. Such
3 representatives shall be in addition to traditional procurement
4 center representatives stationed or designated to be stationed
5 on the date of the enactment of this Act.

6 **SEC. 2. AUTHORIZATION OF APPROPRIATIONS.**

7 (a) **IN GENERAL.**—There is authorized to be appropri-
8 ated to carry out this Act \$200,000 for fiscal year 1990,
9 \$210,000 for fiscal year 1991, and \$221,000 for fiscal year
10 1992.

11 (b) **INTENT OF CONGRESS.**—It is the intent of Congress
12 that funds appropriated under this section shall be in addition
13 to current levels of appropriations for salaries and expenses
14 of the Small Business Administration.

JAMES H. BILBRAY
1ST DISTRICT, NEVADA

COMMITTEE ON
ARMED SERVICES

COMMITTEE ON
SMALL BUSINESS

SELECT COMMITTEE
ON ASING



Congress of the United States
— House of Representatives

Washington, DC 20515

OPENING STATEMENT OF THE HONORABLE JAMES H. BILBRAY

COMMITTEE ON SMALL BUSINESS

SUBCOMMITTEE ON PROCUREMENT, TOURISM, AND RURAL DEVELOPMENT

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June 12, 1990

I would like to commend Chairman Skelton and the subcommittee staff for calling today's hearing on the status and effectiveness of the Procurement Center Representative Program of the Small Business Administration.

We are all aware of the vast opportunities available to small business through the federal procurement process. The Procurement Center Representative Program is an important component of that process. The program's role of looking at ways to break down federal contracts into their component parts is critical for our nation's small businesses if they are to compete in the federal procurement process.

I look forward to hearing from our witnesses on this important small business program.

Thank you Mr. Chairman.

SILVIO O. CONTE
F--ET DISTRICT, MASSACHUSETTS

COMMITTEE ON APPROPRIATIONS
Ranking Republican Member
SUBCOMMITTEES
LABOR--HEALTH AND HUMAN
SERVICES--EDUCATION
TRANSPORTATION
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EX OFFICIO MEMBER
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COMMITTEE ON SMALL BUSINESS
SUBCOMMITTEE ON
PROCUREMENT, TOURISM AND RURAL
DEVELOPMENT

MIGRATORY BIRD
CONSERVATION COMMISSION
BOARD OF REGENTS
SMITHSONIAN INSTITUTION

Congress of the United States
House of Representatives
Washington, DC 20515

Remarks of
The Honorable Silvio O. Conte
Hearing on Procurement Center Representatives
June 12, 1990

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Thank you Mr. Chairman. I commend you for calling this hearing to review the status of the TPCR and BPCR programs at the SBA and on H.R. 4746, a bill to direct the SBA to station a Traditional Procurement Center Representative at each awarding authority in the Washington metropolitan area whose procurement budget exceeds \$600 million annually. Regarding H.R. 4746, the Washington metropolitan area is currently covered by seven TPCR's plus one from Philadelphia - three TPCRs short of full residence coverage. Enactment of my bill would assign coverage at the Department of Agriculture, the Navy Sea Systems Command and the Environmental Protection Agency, whose combined procurement budgets total over \$13 billion annually. I believe that H.R. 4746 will significantly expand small business federal procurement opportunities. H.R. 4746 also continues my quest for more competition in federal procurement. In 1988, I authored section 110 of P.L. 100-590, that changed the appeal process of BPCRs to mirror that of TPCRs. Last year, BPCRs saved the government about \$260 million. Clearly, expanding small business contracting opportunities is good for competition and for maximizing a shrinking Federal procurement dollar.

Mr. Chairman, in reviewing the statistics for fiscal year 1988, I note that small business firms accounted for \$26 billion of the \$174 billion in all Federal prime contract purchases or 15 percent of total prime contract procurement. Further, small business subcontractors won about \$27 billion in awards from prime contractors on Federal projects. In addition, for those contracts under \$25,000, which totaled \$21 billion, small business won \$10 billion, or 46 percent. The combined total of small business participation in Government contract awards is \$63 billion or 32 percent of the \$195 billion in total awards. This is a 1-percent increase over last year's 31 percent. Impressive as that figure is, I believe we need to renew our efforts to increase small business participation in Federal procurement. I believe this can best be accomplished by working with the professionals in the SBA's Office of Procurement Assistance.

During Small Business Week 1988, I placed in the Congressional Record an article entitled "A Tribute To The Unsung Heroes Of Small Business -The SBAs Procurement Center Representatives" in which I highlighted the important role of these hard working, knowledgeable, dedicated servants of small business. After explaining their function and importance, I closed the article with the following words "American small business is

our greatest treasure. In Federal contracting all small business turns to the Procurement Center Representatives. They work for small business. They work for America. They deserve our wholehearted support and congratulations, these heroes of the SBA."

We have before us today four of these small business heroes. I look forward to their testimony and views on H.R. 4746, and to any suggestions they may have to increase the efficiency of their critical jobs. I again thank our distinguished Chairman for convening this hearing and for all his fine efforts on behalf of small business. I also ask that the full text of my PCR tribute, H.R. 4746 and my remarks celebrating Small Business Week 1990, which contains an explanation of the bill be placed in the record. Thank you.



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No. 56

House of Representatives

EXTENSIONS OF REMARKS

SMALL BUSINESS WEEK 1990

HON. SILVIO O. CONTE

OF MASSACHUSETTS

IN THE HOUSE OF REPRESENTATIVES

Tuesday, May 8, 1990

Mr. CONTE. Mr. Speaker, upon the occasion of Small Business Week, May 8-12, 1990, I rise to pay tribute to America's small businesses. This is the 26th year we have so honored small business. The theme of small business week this year is "Small Business: Leading America into the 21st Century."

Over the years, much has been said and printed about small business: How small businesses employ 55 percent of all workers, create 66 percent of all new jobs, provide 50 percent of all major innovations, and produce 40 percent of the gross national product. It has been said that American small business produces so many goods and services that it can claim to be the world's fourth greatest economic power. Indeed small business is indispensable to a healthy economy and full employment in this country.

I firmly believe that strong, sustained small business activity is the key to a healthy economy, which is why I serve with pride on the Small Business Committee. I first joined the committee in 1965. From 1969 to 1978, I was the ranking minority member during which the committee was upgraded from a select committee to a permanent select committee in 1971 to a standing committee in 1975. It has been my great honor to serve with and lead my distinguished colleagues on a committee rich with history and accomplishments. As ranking minority on the Procurement Subcommittee, I am particularly concerned with small business Federal procurement opportunities. And I would like to address that issue today.

Mr. Speaker, in reviewing the statistics for fiscal year 1988, I note that small business firms accounted for \$26 billion of the \$174 billion in all Federal prime contract purchases, or 15 percent of total prime contract procurement. Further, small business subcontractors won about \$27 billion in awards from prime contractors on Federal projects. In addition, for those contracts under \$25,000, which totaled \$21 billion, small business won \$10 billion, or 46 percent. The combined total of small business participation in Government contract awards is \$63 billion or 32 percent of the \$195 billion in total awards. This is a 1-percent increase over last year's 31 percent. Impressive as that figure is, I believe we need to renew our efforts to increase small business participation in Federal procurement.

I firmly believe that small business will lead America into the 21st century. Strengthening small businesses participation in Federal procurement will provide America with the necessary competitive capability. As small business champions, we must ensure that small business participation in Federal procurement achieves parity with their contribution to the gross national product, which is now 40 per-

cent. That parity or 8-percent increase should come from prime contracting actions which I believe we can achieve by providing greater opportunities and more competition.

Consistent with that goal, I have authored legislation in 1988 that became section 110 of Public Law 100-590 changing the approval process of Breakout Procurement Center Representatives to mirror that of Traditional Procurement Center Representatives. BPCR's are advocates of competition in the procurement process. They identify and "breakout" items for competition. They also counsel and encourage small business to compete for the breakout. Last year, breakouts saved the government \$260 million. They are cost effective and encourage small business participation.

In the first session of this Congress, I authored H.R. 2274, the Small Business Protection Act and H.R. 2351, the Women's Business Equity Act. Technically, H.R. 2274 codifies Federal Acquisition Regulation subpart 19.202-1 to encourage greater small business participation in acquisitions. It does this by amending section 15(a) of the Small Business Act to provide for a "small business impact statement" whenever contracts currently awarded by small business are proposed for a procurement that would exceed economical ordering and quantities conducive to small business participation. In other words, the Small Business Protection Act defends against "umbrella" contracts—an agency practice that combines several small contracts into one large multi-function contract.

This practice of contract aggregation, also known as "bundling" or "bid consolidation" is, by its very nature, inimical to small business participation in Federal contracting. Contracts that are "bundled" effectively eliminate small business as prime contractors because only large businesses with the concomitant financial and technical resources can respond.

The House Small Business Committee has been concerned about this problem since 1963, when it considered H.R. 2133, an omnibus small business procurement bill. Unfortunately, because of other issues, that bill never came to the floor. Bundling cropped up again in 1985, when former chairman Mitchell sent a letter to then Secretary of the Army, John Marsh, requesting that the Army expand seven consolidated contracts because they were unduly restrictive of competition, that is, small business was being locked out. In 1987, the committee had a modicum of success when it convinced the Appropriations Committee to report language on H.J. Res. 395, the fiscal year 1988 continuing appropriation, expressing concern about bid consolidation. H.R. 2274, therefore, continues and refines the committee's legislative effort to preserve small business prime contracting opportunities.

In 1988, Congress passed Public Law 100-656, Section 502 mandates a governmentwide small business participation goal of not less than 20 percent of the total value of all prime contract awards for each fiscal year. In fiscal year 88, DOD only achieved 19 percent. DOD's actual first quarter 1990 small business

prime contracting participation rate is an embarrassing 18 percent. Currently DOD is negotiating with the SBA on its 1990 goal. Reportedly, they are offering only a 17 percent goal.

Mr. Speaker, I have a copy of a letter from Mr. Horace Crouch, Chief SADB, DOD on this very issue. He lists a number of reasons why DOD cannot increase small business participation—reasons No. 7 and No. 8 are important so I will quote directly "7. The consolidation of smaller construction requirements in the Army Job Orders Contract (JOC) Program and a similar Air Force Program of Simplified Acquisition of Base Engineering Requirements (SABER) placing many of these consolidated requirements beyond the capabilities of small construction firms to satisfy;" and "8. The increased use of large single umbrella contracts which aggregate many small tasks previously performed by small business." DOD clearly admits that consolidation will adversely impact upon small business prime contracting opportunities.

Small business participation has already suffered as a result of title VII of Public Law 100-656, the so-called Competitiveness Demonstration Program. Further, as we cut back on the defense budget, the procurement mix will undoubtedly change to favor buybacks in the non-small business areas. The time for action is now! The Small Business Act states unequivocally that it is the policy of Congress to insure that a fair proportion of the total purchases and contracts or subcontracts for property and services for the government be placed with small business enterprises. H.R. 2274 is consistent with that intent. Bid consolidation is not.

While H.R. 2351, the Women's Business Equity Act, is a multifaceted bill, several provisions are important from a procurement point of view. H.R. 2351 requires the head of each Federal agency to establish goals for Women's Business Enterprise participation. Goals shall be jointly established by the SBA and the agency and shall be a realistic reflection of WBE capabilities. Any goaling disagreement shall be submitted to OFPP. The head of each agency shall strive to expand WBE participation in each industry category utilized by the agency.

H.R. 2351 reaffirms Federal procurement policy that promotes maximum practicable opportunities in contracts and subcontracts for WBE participation. It also requires prompt payment from prime contractors to subcontractors. For contract purposes it defines WBE's and requires awarding authorities to certify maximum opportunity for WBE's on subcontracting. H.R. 2351 further requires offerors/bidders to describe WBE efforts and requires the SBA to submit an annual subcontracting report to Congress on plans/agencies not in compliance. Finally, H.R. 2351 requires each agency to make affirmative efforts to identify and solicit offers from WBE's. H.R. 2351 requires each agency to include at least one bid from a WBE for all purchases under \$25,000.

I think it is important to remember that while WBE's are the fastest growing segment of business today in America, and now in fact account for over 30 percent of all businesses, they only receive about 1 percent of all Federal procurement dollars. Most WBE's will tell you that they have never been awarded a contract because of goals. They got a contract because they were the low bidder and could deliver a quality product within specific timeframes. However, they would never have had the opportunity to bid if it was not for goals. The provision in H.R. 2351, mandating that at least one WBE bid be considered for all purchase orders under \$25,000, should open the market to women-owned businesses that are suppliers, manufacturers, or in the service industry. Again, the requirement of having at least one WBE bid is not a set-aside, but merely a way to open the market to WBE companies. The WBE still needs to be the lowest responsible bidder and provide the service or material in a timely manner. This is a crucial provision since the vast majority of all Federal contract actions, about 98 percent, are for amounts of \$25,000 or less. This is also the most common point of entry for small business in the Federal procurement process. If enacted and successfully implemented, this provision will greatly increase WBE contracting opportunities.

Mr. Speaker, this week, "Small Business Week—1990," I am introducing three important bills to further small business contracting opportunities with the Federal Government. The first bill is entitled "The Resolution Trust Corporation Procurement Regulation Act of 1990." Simply, this bill would subject the Resolution Trust Corporation to the Federal Acquisition Regulation issued under section 25(c)(1) of the Federal Procurement Policy Act. This Resolution Trust Corporation (RTC) is the agency created to sell assets of the insolvent savings and loan industry.

The agency started gearing up early this year and expects to continue for at least 6 more years. RTC states that 90 percent of its funds are nonappropriated and that though they are not required to follow the FAR, they use FAR guidelines for much of their procurement. RTC has the authority to offer a 3-percent price differential to minority and woman-owned businesses up to \$2 million in acquisition dollars for fiscal year 1990. The agency also offers bonus points on technical evaluations to minority and woman-owned businesses and has a minority and woman-owned business program director in Washington and representatives in their regional offices. RTC has no small business set-aside program. My concern is that since the RTC is not required to follow FAR, they may not implement small business programs such as making small busi-

ness set-asides, making referrals to the SBA program, the requirement for subcontracting plans, certificates of competency, etc.

For most of their work RTC acts as receiver or conservator. Due to the uncertainty of the actual number of assets being taken over, RTC's procurement budget could reach over \$1 billion. Approximately half of that amount is expected to be for legal work and the remainder for asset management and repairs to real property and construction. Without my bill, Mr. Speaker, I am afraid small business will be locked out of procurement opportunities with the RTC. It is a well-known maxim that competition drives down prices. My bill would open up the RTC procurements to small business participation—increasing the number of bidders/suppliers and thus maximizing the budget of the RTC.

My second bill, Mr. Speaker, would require the SBA to employ a traditional procurement center representative at each awarding authority in the Washington metropolitan area whose procurement budget exceeds \$600 million annually. Currently, the SBA is three PCR's short of this objective. My bill authorizes residency and a budget to correct this critical shortfall.

The Washington metropolitan area is currently covered by 7 traditional PCR's, plus one PCR who travels from Philadelphia to cover two installations in Maryland. By the addition of three TPCR's, SBA could expand its coverage so that it included the seven Cabinet-level civilian agencies with the largest acquisition budgets, all over \$600 million annually. Three additional TPCR's would enable SBA to better monitor the small business programs at all Federal agencies in Washington.

SBA would assign resident coverage to the Department of Agriculture—over \$600 million annually; the Navy Sea Systems Command—over \$11 billion annually; and the Environmental Protection Agency, with an annual budget over \$1.5 billion—including the Superfund program. The first two installations are now covered on a liaison basis and the third has not had a PCR for several years. A resident PCR at these installations should significantly increase their opportunities for small business concerns. The additional TPCR's would also have liaison assignments at 6 to 10 agencies not currently covered.

Finally, Mr. Speaker, I am offering the Small Business Machine Tool Access Act of 1990 to provide for small business access to excess industrial plant equipment at DOD. The transfer of excess IPE would increase small business participation in DOD contracts, assist DOD in meeting its annual small business goal and improve the defense mobilization base.

Manufacturing is the life blood of a nation—

It is the measure of a nation's sophistication and capability. To manufacture is to control your destiny. America needs to strengthen her manufacturing capability. I would like to quote from a fascinating book on the state of the American machine tool industry today, called *When the Machine Stopped* by Max Holland. Machine tools are in fact the "mother" or "master" machines, the machines that make all machines. Every manufactured product is made either by a machine tool or by a machine that was made by a machine tool. Machine tools, for example, take all the metal forgings that go into an automobile and fashion them into a finished car. But unlike cars, or any other machines they make, machine tools also reproduce themselves. Thus, at the heart of the industrial health of any nation is its machine tool industry, and for decades the industry was the very badge of U.S. manufacturing prowess. The correspondence between the emergence of the American machine tool industry and the American economy in the 20th century was no coincidence.

It is also no coincidence that the erosion of the U.S. machine tool industry parallels the decline in domestic manufacturing. In 1965, U.S. tool builders were the most productive anywhere, with more than 28 percent of total worldwide production. By 1986, the U.S. share was less than 10 percent, and foreign manufacturers supplied 49 percent of all the machine tools used in the United States. In 5 short years, from 1981 to 1986, the number of U.S. machine tool plants shrank by one-third because of bankruptcies, takeovers, and reductions in capacity. That figure, moreover, does not include the number of firms that went "hollow," that is, became importers and salesmen for machines produced in Asia and elsewhere.

While small business is the backbone of manufacturing, many small businesses cannot afford to buy new, costly machine tools available in today's market. They can, however, if my bill is adopted, buy used machine tools from the government and upgrade to CNC or machine cell capabilities. The Army alone has about 41,000 items of excess IPE of which only 3.5 percent are of foreign manufacture. Making this huge inventory available to small business will recycle important machine tools and boost the manufacturing base of America.

Mr. Speaker, we are in a global battle for market dominance. America's small business, the fourth greatest economic power in the world, plays the pivotal role in deciding America's future. I urge all my colleagues to support America's small business through the adoption of my bills. Let us all work together to make small business week every week of the year. Then small business will truly have the capability to lead America into the 21st century.



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of America

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House of Representatives

A TRIBUTE TO THE UNSUNG HEROES OF SMALL BUSINESS— THE SBA'S PROCUREMENT CENTER REPRESENTATIVES

HON. SILVIO O. CONTE

OF MASSACHUSETTS

IN THE HOUSE OF REPRESENTATIVES

Thursday, May 12, 1988

Mr. CONTE. Mr. Speaker, upon the occasion of Small Business Week 1988, I wish to honor some little known and unsung heroes of the small business community; the hard working, knowledgeable, dedicated, servants of small business, the Procurement Center Representatives of the U.S. Small Business Administration. This small team of men and women are both the sword and the shield of small businesses that contract, or seek to contract, with the Federal Government. They are domiciled within, or regularly visit, all major procurement centers of the Federal Government, military and civilian, to assure that a fair share of government procurement opportunities are made available to small business.

Many, including those who benefit from their activities, are unaware that the procurement center representatives are officials of the Small Business Administration, thinking rather that they are employed by the procuring agencies in which they work. These individuals, the traditional procurement center representative working alone or teamed with breakout procurement center representatives and the breakout team of technical advisors, engineer and procurement analyst, assist procuring agency officials in identifying procurement opportunities appropriate for fulfillment by small business and identify and qualify small contractors for the identified procurements.

Breakout teams, breakout procurement center representatives, and technical representatives, are a relatively recent and natural outgrowth of the original, or traditional pro-

curement center representative role. The breakout team identifies and negotiates the segmentation, or breakout, of subsystems and subassemblies from major procurements which had previously, because of size or complexity, been the exclusive preserve of large business. This activity has, by its own nature, increased the volume of procurement opportunities available to small contractors. Both the traditional and breakout procurement center representatives maintain surveillance of all purchasing activities to identify and negotiate for those opportunities which do not require breakout for small business accomplishment.

Breakout procurement center representatives and technical advisors, engineering, have both an engineering education and the requisite technical expertise which enables them to pierce the major systems veil and evaluate the subsystems, assemblies and subassemblies which can appropriately be segmented and procured independently from small contractors. This method has proven to be not only more efficient, but more cost effective than procuring the major system and all of its components from one large prime contractor. Additionally, the savings realized on spare and replacement parts procured from these small contractors is a multiplier of the cost effectiveness of the original breakout procurement.

In this historic 100th Congress, I have authored legislation designed to increase the number of procurement center representatives and enhance their powers. As a direct result of this legislation, small business will receive a greater portion of government contracts and the small business competition will generate substantial cost savings of the taxpayer.

American small business is our greatest treasure. In Federal contracting all small business turns to the procurement center representatives. They work for small business. They work for America. They deserve our wholehearted support and congratulations, these heroes off the SBA.

KE SKELTON, MISSOURI
CHAIRMAN

SALVO D. CONTE, MASSACHUSETTS
RANKING MINORITY MEMBER

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101st Congress

United States House of Representatives Committee on Small Business Subcommittee on Procurement, Tourism, and Rural Development B-363 Rayburn House Office Building Washington, DC 20515

Opening Statement

Chairman Ike Skelton

Subcommittee on Procurement, Tourism and Rural Development

Committee on Small Business

H. R. 4746 and the Procurement Center Representative Program

June 12, 1990

Thank you all for coming today. We really have two purposes for our hearing. One is to review the current status and progress of the Procurement Center Representative Program of the Small Business Administration and to hear the recommendations and suggestions from those who work with the program. Say what you will about loan guarantees, technical assistance, and other programs offered by the Small Business Administration -- the fact of the matter is that the PCR program provides billions of dollars of assistance to small businesses and helps them to become competent, taxpaying, dependable citizens of the business community, simply by providing them a fair chance at federal contracting.

Chairman Ike Skelton
June 12, 1990
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Today we will be hearing about traditional procurement center representatives (Traditional PCR's) who are the small business owners' point-of-contact for successful federal contracting. They monitor buying activities, review agency requirements and solicitations, looking for opportunities to increase participation by small businesses using set asides, contract and subcontract goals, and a host of other tools. The Traditional PCR's are the most likely to be called upon to help small businesses get through the maze of requirements and insure that each business receives a fair chance.

We will also hear about breakout procurement center representatives (BPCR's). These SBA employees review purchase requirements, generally at the Department of Defense, from a technical stand point to make sure that the supplies and services which are purchased by an agency do not unnecessarily restrict competition. They then have the authority to 'breakout' portions of larger systems into contract opportunities that allow for small business participation.

The second purpose for our hearing today is to consider H.R. 4746, which would enlarge and extend the Procurement Center Representative Program. I will let my colleague from Massachusetts, the distinguished author of this bill, explain the details, but just let me say that I was happy to join as an

Chairman Ike Skelton
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original co-sponsor because I think the program is strong and I think it provides honest opportunities to hardworking small businesses.

It seems clear that the procurement center representative program continues to be a winner. First, it helps to make sure that there is plenty of fresh competition to bid for government contracts. I am particularly pleased that the bill would target the Department of Agriculture. I think that a great many of their activities would lend themselves to the development of small businesses.

I also sit on the procurement subcommittee of the House Armed Services Committee, so I have occasion to talk to the contracting officers and others who work with the decisions of the SBA. As might be expected, they do not like being second guessed and they complain that the SBA procurement programs cost them time and cost the taxpayer money. I do not ascribe any malice to their complaints. The contracting officer is under time constraints and performance requirements. But it is the policy of this government, for national security reasons as well as competitive reasons and fundamental fairness, to assist and encourage small businesses to enter into federal contracting and compete successfully. That alone is enough of a reason for our investment. I have a suspicion, however, that this program not only achieves our policy

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objectives, but it pays for itself . . . and not just at some unspecified future date or in the event of full scale war, but right now . . . today . . . everyday.

It has been my experience that most of the abuse occurs in our federal procurement system when there is a lack of competition or a captive market. The Procurement Center Representative Program has the potential to bring prices down and raise quality precisely because it increases our competitive base. For this reason, it is important for this subcommittee to review the actual performance of this program and determine what we can expect in the future.

I look forward to hearing from today's witnesses . . . our old friends, Mitch Crusto and of course, the resident expert in this field, Bob Moffitt. I would also like to particularly welcome two representatives from the field, Mr. Foglia, a Traditional PCR who works with NASA, and Mr. Giordano, a Breakout PCR who works with the Naval Aviation Supply Office. To you gentlemen I would say that this is your chance to share with Congress all those things you and your colleagues want to tell us, good or bad, as you strive to make these procurement programs work. We recognize that Mr. Crusto, ably assisted by Mr. Moffitt is speaking on behalf of the Bush Administration and Administrator Engeleiter on the state of the PCR program as a matter of policy, but I would really like

Chairman Ike Skelton
June 12, 1990
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to hear your views on what would make it work better.

At this time I will defer to my distinguished colleague,
Silvio Conte, so that he may present his opening statement.

TESTIMONY OF
MITCHELL F. CRUSTO
ASSOCIATE DEPUTY ADMINISTRATOR FOR
FINANCE, INVESTMENT, AND PROCUREMENT
ON THE PROCUREMENT CENTER REPRESENTATIVE PROGRAM
BEFORE THE SUBCOMMITTEE ON
PROCUREMENT, TOURISM AND RURAL DEVELOPMENT
OF THE
COMMITTEE ON SMALL BUSINESS
U.S. HOUSE OF REPRESENTATIVES
JUNE 12, 1990

INTRODUCTION

I thank you, Mr. Chairman and members of this subcommittee, for giving me this opportunity to advise you on the current status of the Traditional and Breakout Procurement Center Representative Programs at the U.S. Small Business Administration. I am Mitchell F. Crusto, Associate Deputy Administrator for Finance, Investment, and Procurement at the SBA. I am accompanied by Robert J. Moffitt, the Associate Administrator for Procurement Assistance.

As you are aware, the SBA is deeply and directly involved in the procurement process at every major federal agency. SBA has the very important mission of increasing both the dollar value and percentage of total federal contract awards to small, small disadvantaged, women-owned,

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and veteran-owned businesses. Traditional Procurement Center Representatives (TPCR) and Breakout Procurement Center Representatives (BPCR) stationed at federal agencies in Washington, D.C., as well as selected military and civilian installations throughout the country, are key weapons in the SBA arsenal of programs designed to accomplish this mission. At Department of Defense (DOD) installations where both Traditional and Breakout PCRs are assigned, they perform complimentary functions which provide a comprehensive array of services that have proven to be extremely effective in assisting small federal contractors.

TRADITIONAL PROCUREMENT CENTER REPRESENTATIVE PROGRAM (TPCR)

The primary function of the SBA Traditional Procurement Center Representative is to insure that federal procurements are set aside for small business whenever there is a reasonable expectation that two or more capable small firms will bid at fair market prices. Section 15(a) of the Small Business Act of 1953 establishes programs to increase the share of Government prime contract awards to small business and to assist small firms having procurement problems. The Procurement Center Representative Program was created to assist SBA in carrying out this mission.

The small business set-aside is without question one of the most effective forms of assistance provided to the small business community in the

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federal procurement arena. By restricting selected procurements to exclusive small business participation, large businesses are prevented from using pricing policies that would otherwise drive small firms out of the federal marketplace. Historically, small businesses at PCR covered installations have received approximately 19 to 20 percent of total contract award dollars. In 1989, awards to small businesses at PCR covered installations totalled \$27.2 billion with over \$11 billion of that total solicited as small business set-asides.

The Traditional PCR is SBA's "cop on the beat" at major procuring agencies such as the Department of the Air Force, Electronics Systems Division, at Hanscom Air Force Base in Massachusetts and the General Services Administration, Federal Supply Service, in San Francisco, California, among many others. There are currently 59 TPCRs covering approximately 290 installations on either a resident or liaison basis. Another 100 locations are covered on an on-call, or as required, basis. In addition to the full time PCRs, other PA personnel have been given TPCR duties based on internal management considerations. There are 3 Breakout PCRs who also perform traditional PCR duties, as well as three Procurement Generalists who spend approximately one third of their time as TPCRs.

The results achieved by this dedicated group of procurement professionals are truly impressive: over the 3-year period since 1987, over \$2.2 billion in set-aside awards directly resulted from TPCR activities; more than 50,000 small business sources were added to bidder's lists; in excess of 15,000 small firms were counseled on federal procurement; and more than

6,800 procurements were recommended for SBA's Section 8(a) program. In addition, TPCRs reviewed over 20,000 subcontracting plans to insure that small and small disadvantaged businesses received maximum practical opportunity to receive subcontract awards.

TPCRs work closely with personnel from the agencies they cover to promote an atmosphere conducive to small business participation in the procurement process. Small Business Specialists, sometimes called Small and Disadvantaged Business Utilization Officers (SADBU), work for all federal procurement agencies. Their functions mirror those of the PCRs, but these Small Business Specialists must also represent the interests of their agency. PCRs, on the other hand, are employed by the SBA and owe no allegiance to the procuring agency.

Federal agencies make small business set-asides without PCR participation but PCRs, by their presence, always have an impact. This was clearly demonstrated in 1966 when the TPCR program was abolished. Over the subsequent three years, small business awards dropped from 21.3 percent of total federal awards to only 17.4 percent of total awards in 1969 when the program was reinstated. By 1972, awards were back up to 21.9 percent of total federal contract awards.

TPCRs use a variety of techniques to increase small business awards, often relying on their experience and the power of persuasion to accomplish their objective. For example, the Army Troop Support Command (TROSCOM) in St. Louis, Missouri, had a requirement to purchase "Enhanced Commercial Generator Sets" in five sizes ranging from 5 to 60 kilowatts. TROSCOM

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planned to issue the solicitation on an unrestricted basis allowing competition from both large and small businesses. From experience, the TPCR knew that a number of small firms had the capability to manufacture generator sets at competitive prices. The TPCR discussed the potential for a set-aside with TROSCOM contracting personnel. As a result of this TPCR action, the two smaller sized generator sets were solicited as a total small business set-aside with a value estimated at \$1.0 to \$1.5 million.

Although set-asides are very important, the work of the TPCR encompasses a wide range of other activities that offer significant benefits to the small business community as well. If a set-aside is not feasible, the TPCR attempts to provide competent small business sources to assure the widest possible small business participation in the acquisition. In addition to these duties involving specific procurements, TPCRs act as ombudsmen for small businesses in their dealings with Federal agencies. They do so by counseling small firms on how to do business with the Government; introducing small firms to the procuring agencies; participating in and speaking at procurement conferences and business fairs; participating in SBA surveillance reviews of small business programs at selected agencies; and reviewing subcontracting plans. In the course of these reviews, TPCRs insure that the plans provide the maximum opportunities for subcontracting to small, small disadvantaged and women owned businesses.

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In 1987, there were 43 traditional PCRs covering approximately 250 installations. The Continuing Appropriations Act for Fiscal Year 1988 authorized a Pilot Program to assign TPCRs to six states; Maine, New Hampshire, Connecticut, West Virginia, Kentucky, and Iowa. These 6 PCRs were all on board by August of 1988. On February 17, 1989, a report of their first year activities was sent to the Committee on Appropriations in the United States Senate and the Committee on Appropriations of the House of Representatives, with courtesy copies to the Chairmen of the Senate and House Committees on Small Business.

The "Small Business Administration Reauthorization and Amendment Act of 1988" authorized the employment of seven additional TPCRs to be stationed in states that previously had no representative. The Fiscal Year 1989 Appropriations Act mandated that these positions be in the states of Rhode Island, North Carolina, Tennessee, Minnesota, Montana, North Dakota, and Oregon. These seven PCRs were on board by early 1989.

With the 13 positions added by statute and three more added by SBA, the total TPCR Corps was increased to 59 by the middle of Fiscal Year 1989. This increase allows SBA to monitor the major procuring agencies nationwide more effectively and to assist more small firms in doing business with the Federal Government.

Since 1987, SBA has experienced a turnover rate of about 50% in personnel assigned to the TPCR Program. As a result, these last three years have

seen a change in the make-up of the TPCR corps. The original PCRs, hired in the 1960s, were all men, mostly retired military. The current TPCRs are younger, well educated and thoroughly trained in SBA Procurement Assistance procedures. Approximately one third are women.

STATISTICAL TRACKING, RECORDING & MONITORING

OF THE TRADITIONAL PCR PROGRAM

The Traditional PCR Program has been very successful in assisting small businesses by creating additional opportunities for small business to bid on Government contracts through the use of small business set-asides. We collect quarterly data from the TPCRs on each of their assigned agencies. For the record, we have provided a chart showing the major data areas from Fiscal Year 1983 through Fiscal Year 1989.

When a procuring agency rejects an attempted set-aside or withdraws an existing set-aside, a TPCR can appeal formally by issuing a Form 70. You will note from the chart that such appeals generated \$2.2 billion worth of procurement opportunities for small business over the last three fiscal years. This assured that \$2.2 billion in contract opportunities were available for exclusive small business competition.

We began computerization of the PCR reporting system in 1989 at both the regional and Central Office levels. After working through the inevitable problems, the system is now fully operational. We are also completing

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computerization of the field network, i.e. installation level, and expect to have provided personal computers to all of our PCR locations by the end of this year.

The information we ask the TPCRs to report is continually reviewed by program personnel at the Central Office level to insure compliance with program policy guidelines and to identify trends of significance to the small business community. For Fiscal Year 1990, we have added a requirement for the TPCRs to collect data on awards to women and minority owned business at their assigned installations. This is in keeping with SBA Administrator Engeleiter's charge to fully leverage all of SBA's resources to create more procurement opportunities and contract awards to small disadvantaged and women-owned businesses.

BREAKOUT PCR PROGRAM

The Breakout Program was established in response to growing concerns regarding the expense to the Government of sole-source contracts, particularly Defense contracts. P.L. 98-577 authorized the SBA Administrator to assign Breakout PCRs at major DOD procurement centers which offered potential for breakout savings. Initially, 31 locations were identified for Breakout coverage. These locations are constantly under review, and as the situation warrants, consideration will be given to modifying coverage.

In order to provide meaningful insight into the breakout program, it is first necessary to define the term "breakout". A "breakout" is basically any action that enhances the competitive nature of a federal acquisition for supplies. This concept is best illustrated by an example. A federal installation planned to acquire Wing Flap Assemblies for the F-111 Aircraft on an other than full and open competitive basis. The wing flaps were directed sole source to General Dynamics on the basis of non-availability of the Master Layout and Tooling List. The Breakout Team researched the data and was able to obtain the Master Layout and Tool Lists from Air Force records. The parts were then obtained under full and open competition which resulted in savings of \$24.1 million in FY 1988 with additional savings of \$35.4 million in FY 1989, for a total savings of \$59.5 million for the Government.

Breakout PCRs (BPCRs) primarily act as advocates for the breakout of items for sole source procurement to procurement through full and open competition, while maintaining the integrity of the system in which such items are used. They also promote the use of full and open competition whenever appropriate, for the procurement of supplies and services at the center at which they are located. Among their various responsibilities, BPCRs are authorized to attend provisioning conferences (at which determinations are made as to whether items are to be acquired through full and open competition), review restrictions on items previously evaluated by the buying activity, review the validity of rights in technical data that preclude competition, and review the policies and procedures of the buying center to determine their impact on competition.

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Some simple statistics give a clear picture of the magnitude of BPCR activity as well as the impact of the program. Since FY 1987, BPCRs have screened over 438,500 items for breakout potential. Of the 18,952 breakout recommendations submitted, 17,473 recommendations were accepted. Savings of \$676,772,000 have been realized as a result of implementation of BPCR recommendations. This is an extraordinary record of achievement for a program established within the past 5 years.

"Breakout" is normally accomplished by a Breakout Team, which consists of the BPCR and two technical advisors (at least one technical advisor in addition to the BPCR is required to be an accredited engineer), and a support person.

Our responsibility and authority was expanded by P.L. 100-590, which reinforces that SBA place breakout teams at non-DOD buying activities that offer potential for significant breakout savings. At the present time, one DOD and three non-DOD sites are being considered. These are the NASA Space Flight Center in Houston, Texas; Kirtland Air Force Base in Albuquerque, New Mexico; NASA Goddard Space Station Program and the Space Flight Center, Greenbelt, Maryland; and the Department of Transportation Federal Aviation Administration and Coast Guard centers in Washington, D.C. These four activities combined have a \$4 to \$5 billion procurement base and should provide a wide range of breakout opportunities for the BPCR Program.

SBA has consistently achieved impressive successes in the breakout program during the past several years. In Fiscal Year 1989, over \$255 million in

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savings were attributable to the Breakout Program. Since 1987, over \$676 million has been saved through SBA's breakout activity.

The Breakout Program continues to evolve due to experience and changes in Government procurement. Recent activity during 1989 and 1990 includes the authorization of an expanded appeal authority. Breakout Procurement Center Representatives (BPCRs) can now appeal unfavorable determinations of the buying activity up to the Service Secretary level in the same manner as Traditional Procurement Center Representatives.

Proposed rules published in the Federal Register last month address the issue of breakout recommendations and appeals on items not yet in the procurement phase. Formalization of this process will better define some of the critical interactions between SBA Breakout personnel and the buying centers' engineering and acquisition communities.

STATISTICAL TRACKING, RECORDING, AND MONITORING OF THE BPCR PROGRAM

In conjunction with the Comptroller General of the United States, we have jointly established standards for measuring cost savings and the extent to which competition has been increased through the efforts of the Breakout Program. These measures are the number of items broken out, dollar value of savings resulting from breakout, and dollar value of contracts awarded

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after breakout. We also have a number of situations that we call "Other Documented Savings." For example, savings are generated when a new bidder, furnished by SBA, wins a contract award.

CONCLUSION - VALUE OF PCR'S AND CHALLENGES AHEAD

Traditional and Breakout Procurement Center Representatives increase the share of federal contract dollars accruing to small business concerns. In addition to this basic, critical function, PCR's expand competition. Increased competition lowers costs, improves quality, and enlarges the Nation's industrial base by keeping the federal procurement arena open to new participants from the small business community.

It is anticipated that total federal contract awards will decline over the next few years as the budget deficit is reduced. As contracting opportunities for small business decline in some areas, it is likely opportunities in other areas will expand. In this situation the function of the PCR becomes even more critical as small businesses will require a strong advocate to insure that they maintain their fair share of federal contract award dollars.

DIRECTORY OF
TRADITIONAL AND BREAKOUT PROCUREMENT
CENTER REPRESENTATIVES

and

TECHNICAL ADVISORS

U. S. SMALL BUSINESS ADMINISTRATION

March 1, 1990

DIRECTORY NOTES

NOTE 1: Explanation of Acronyms:

TPCR - Traditional Procurement Center Representative

BPCR - Breakout Procurement Center Representative

TAE - Technical Advisor, Engineer

TAPA - Technical Advisor, Procurement Analyst

NOTE 2: A Breakout Team is composed of a BPCR, TAE and TAPA in most cases. For the locations assigned Breakout Teams, you will see the names listed first, with the address shown beneath the last team member's name.

If you have any questions, comments or changes to the directory, please contact Susan Monge on (202) 653-6485.

ALL OF HRA'S PROGRAMS AND SERVICES ARE EXTENDED TO THE PUBLIC ON A NONDISCRIMINATORY BASIS.

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5. Attachment II - List of Agencies Covered on an On-Call Basis	Pages 37 - 43

ALPHABETICAL LIST
OF
PROCUREMENT CENTER REPRESENTATIVES
AND TECHNICAL ADVISORS

<u>No.</u>	<u>Names</u>	<u>Region</u>	<u>Page</u>
1.	Anderson, Ralph	VIII	27
2.	Anderson, Rhonda	III	11
3.	Adkins, Fred	III	8
4.	Blackwood, J. (Dan)	III	11
5.	Bloodworth, Earl W.	IV	14
6.	Bloss, H. Edward	III	7
7.	Boccarossa, Jack	V	17
8.	Bridge, Trinnie	VI	24
9.	Burnett, Glen D.	X	31
10.	Burnside, Robert S.	IX	28
11.	Cantu, Joe	VI	22
12.	Cesare, Michael P.	II	3
13.	Chasen Beck, Paul	III	8
14.	Chu, Tung Shing	VII	24
15.	Costas, Robert S.	III	11
16.	Collins, Lawrence	III	5
17.	Crouch, Charles	IV	14
18.	Curial, Robert	VI	22
19.	Day, Michael	VIII	27
20.	DeaJeans, Ray	II	4
21.	Despey, William	IV	13
22.	DiGregorio, James	I	3
23.	Dodgin, Melvin	IX	30
24.	Doyle, Richard	I	1
25.	Drosbetta, Eugene	V	19
26.	Duckworth, Bernard	IV	14
27.	Eberle, Charlotte	X	32
28.	Eidenfield, Paul	VI	22
29.	Essak, Kamal	V	21
30.	Evans, Lyle	VII	24
31.	Faldman, Lawrence	IV	15
32.	Fichtner, Walter	V	18
33.	Foglia, Joseph	III	12

ALPHABETICAL LIST

<u>No.</u>	<u>Name</u>	<u>Region</u>	<u>Page</u>
34.	Franchsen, Marlin	VII	26
35.	Gallant, Raymond	IX	29
36.	Galleys, Amanda M.	IX	28
37.	Gambardella, James	IX	30
38.	Gatlin, Sue M.	IV	15
39.	Giordano, Joseph	III	5
40.	Guerrero, Louise G.	IX	31
41.	Hansen, Larry	II	4
42.	Hansen, Richard L.	VIII	27
43.	Hardin, Richard	VI	23
44.	Hassal, Syed	V	17
45.	Heard, Gary W.	IV	16
46.	Hinkley, Sherman	III	7
47.	Hollingsworth, T.C.	IV	14
48.	Holloway, Reginald	III	10
49.	Hudson, William	III	11
50.	Hyatt, Kathleen M.	IV	13
51.	Jackson, Sylvester	VII	25
52.	Jeffcoat, Robert	V	19
53.	Jekot, Edward J.	I	2
54.	Johnson, Henry	V	19
55.	Klausen, D. Veer	V	20
56.	Koehler, B. J.	III	6
57.	Kosciuch, John	II	4
58.	Labatto, JoAnn	VIII	28
59.	Leach, Brenda	III	10
60.	Lofgren, William	IX	30
61.	Long, Sara	IV	16
62.	Loring, Stanley A.	VII	24
63.	Lupo, Frank	III	6
64.	Marshall, John	III	6
65.	Masey, Ralph	IV	16
66.	Matamoros, Ann	VI	22
67.	Mazzone, John	I	2
68.	McDevitt, Joseph	III	6

ALPHABETICAL LIST I

<u>No.</u>	<u>Names</u>	<u>Region</u>	<u>Page</u>
69.	Merchant, Herschel	VII	26
70.	Miss, Raymond	IX	29
71.	Moore, Olga	VIII	26
72.	Mukitarian, Diane	III	10
73.	Myron, Kenneth	V	20
74.	Neill, Linda	VI	23
75.	Ocampo, Amable P	III	9
76.	O'Neal-Thompson, Pamela	V	20
77.	Patel, Arvin	IV	1
78.	Pattae, David	V	19
79.	Pearce, Arthur	I	1
80.	Peck, Joseph W.	V	21
81.	Plaster, D. E.	VII	25
82.	Powell, Holly	IV	13
83.	Rainfelds, Victor	I	2
84.	Rhyner, Roger	III	7
85.	Rice, Vincent	III	7
86.	Richwine, Ross	III	8
87.	Rollins, James	IV	16
88.	Ross, Ralph E.	V	21
89.	Ruedale, Ron	V	19
90.	Salazar, Fiacro	VI	22
91.	Schille, Ronald E.	I	1
92.	Schneider, John R.	V	19
93.	Scott, David	IV	17
94.	Secular, Sidney	III	9
95.	Seymour, Francis	III	6
96.	Siegmann, Beverly	VI	25
97.	Silva, Paul	III	9
98.	Snyder, Oliver	III	10
99.	Steele, Lawrence	I	2
100.	Sutherland, Daniel	III	11
101.	Swinney, Klaus	IX	30

ALPHABETICAL LIST I

<u>No.</u>	<u>Names</u>	<u>Region</u>	<u>Page</u>
102.	Tatum, Clay	VII	25
103.	Thomas, Sheila	II	3
104.	Thorpe, Walter H.	V	17
105.	Tomaine, Thomas A.	III	5
106.	Turk, Harry	VI	23
107.	Turner, Jean	IV	14
108.	Villacci, Frank	V	18
109.	Wallace, Walter R.	IV	14
110.	Warner, Tom	IX	29
111.	Weaver, Barbara	III	12
112.	West, James	III	9
113.	Wilson, David	IV	16
114.	Witty, Mary Jo	X	31
115.	Zabransky, Al	IX	30

THE FOLLOWING POSITIONS AND LOCATIONS
ARE CURRENTLY VACANT

	<u>Location</u>	<u>Region</u>	<u>Page</u>
1.	TAPA, Hanscom AFB Bedford, MA	I	1
2.	BPCR, Armament Research & Development Center Picatinny Arsenal, NJ	II	4
3.	TAE, Armament Research & Development Center Picatinny Arsenal, NJ	II	4
4.	TAPA, Armament Research & Development Center Picatinny Arsenal, NJ	II	4
5.	TAE, Army Communications - Electronics Command Ft. Monmouth, NJ	II	4
6.	TAE, Ships Parts Control Center Mechanicusbury, PA	III	7
7.	TAE, Naval Sea Systems Command Washington, D.C.	III	8
8.	TAPA, Naval Sea Systems Command Washington, D.C.	III	8
9.	TAE, Space & Naval Warfare Systems Command Washington, D.C.	III	8
10.	TAPA, Naval Air Systems Command Washington, D.C.	III	9
11.	TAPA, Defense General Supply Center Richmond, VA	III	12
12.	TAPA, Marine Corps Logistics Base Albany, GA	IV	15
13.	TAE, Munitions Systems Division Eglin AFB, FL	IV	16

VACANCIES, cont'

	<u>Location</u>	<u>Region</u>	<u>Page</u>
14.	TAPA, Munitions Systems Division Eglin AFB, FL	IV	16
15.	TAPA, Army Missile Command Huntsville, AL	IV	17
16.	TPCR, Defense Construction Supply Center Columbia, OH	V	18
17.	BPCR, Aeronautics Systems Division Wright-Patterson AFB, Dayton, OH	V	19
18.	BPCR, Defense Electronics Supply Center Dayton, OH	V	20
19.	TAE, Defense Electronics Supply Center Dayton, OH	V	20
20.	TAPA, TACOM Warren, MI	V	21
21.	TAE, Oklahoma City ALC Tinker AFB, OK	VI	23
22.	TAPA, Oklahoma City ALC Tinker AFB, OK	VI	23
23.	TAE, Army Troop Support Command St. Louis, MO	VII	25
24.	TPCR, Ogden ALC Clearfield, UT	VIII	27
25.	TPCR, SHS Regional Office Denver, CO	VIII	27

SMALL BUSINESS ADMINISTRATION
DIRECTORY OF
INDUSTRIAL AND BREAKOUT PROCUREMENT CENTER REPRESENTATIVES AND TECHNICAL ADVISORS

REGION I: Includes the States of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut.

RESPONSIBILITIES

NAME AND ADDRESS

ACTIVITIES COVERED

1. **RICHARD DOYLE (TYCO)**
 SBA Representative
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Department of Transportation
 Department of Transportation
 Department of the Navy
 Department of the Interior
 Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of the Army
 Department of the Army

Transportation Sys. Center - Cambridge, MA
 Federal Aviation Admin. - Burlington, MA
 Sup. of Shipbldg., Repair & Maintenance - Boston, MA
 National Park Service - No. Atl. Reg. - Boston, MA
 Hanscom AFB - Base Proc. - Bedford, MA
 Hanscom AFB - Electronic Sys. Div. - Bedford, MA
 Hanscom AFB - R & D - Bedford, MA
 Army Materials Technology Lab. - Watertown, MA
 Corps of Engineers - Waltham Dist. - Waltham, MA

2. **RONALD E. SCHILLIE (HPOC)**

Department of the Air Force

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3. **ARTHUR HENCKE (TMC)**

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REGION I (cont'd)

Page 2

MASSACHUSETTS (cont'd)

NAME AND ADDRESS

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ACTIVITIES COVERED

Department of the Army
Department of the Army

Army Natick Res., Dev. & Eng. Cent. - Natick, MA
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7. LAWRENCE STUBBS (TICR)
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Department of Veterans Affairs
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Department of Transportation
Department of the Navy

VA Medical Center - West Haven, CT
VA Medical Center - Newington, CT
Coast Guard Academy - New London, CT
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MAINE

8. VICKOR BEIDWELDS (TICR)
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Department of Veterans Affairs
Department of the Navy
Department of the Air Force

VA Hospital - Togus, ME
Naval Air Station - Brunswick, ME
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56

REGION I (cont'd)

Page 3

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Department of Veterans Affairs

Pease AFB - Portsmouth, NH
Portsmouth Naval Shipyard - Portsmouth, NH
Army Cold Regions Research & Eng Lab - Hanover, NH
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REGION II: Includes the States of New York and New Jersey, the Commonwealth of Puerto Rico and the Virgin Islands

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General Services Administration
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Federal Supply Ser. - New York, NY
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Corps of Engrs.-New York Dist. - New York, NY

NEW JERSEY

12. MICHAEL P. CHOW (TYCR)
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Department of the Army
Department of the Army
Department of the Air Force
Department of the Navy

Army Armament R&D Ctr. - Picatinny Arsenal, NJ
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McGuire AFB - Wrightstown, NJ
Naval Air Eng. Center - Lakehurst, NJ

REGION II: (cont'd)NAME AND ADDRESSACTIVITIES COVEREDNEW JERSEY, (cont'd)

13. VACANT (HRCO)

Department of the Army

Army Armament R&D Com.

14. VACANT (TDE)

15. VACANT (TARA)

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SEA-10 (D)
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Department of the Army
Department of the Army

Comm. & Elect. Com. - Ft. Monmouth, NJ
Army Laboratory - Ft. Monmouth, NJ

17. LARRY HUGHES (HRCO)

Department of the Army

Communication & Electronics Com.

18. VACANT (TDE)

19. JAY DEGENS (TARA)

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NAME AND ADDRESSACTIVITIES COVERED

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FOR Supervisor for Pennsylvania and Virginia:

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SEA Regional Office,
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Tel. # (215) 942-3707

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CASELL WATSON
NOTE: Mr. Watson is currently moving
his office. Please call (202) 653-6485
for his current phone number and address

20. LAWRENCE COLLINS (TRC)
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Defense Logistics Agency
Department of the Navy

Defense Indust. Supply Center - Philadelphia, PA
Naval Aviation Supply Off. - Philadelphia, PA

21. JOSEPH C. GIUSEPPO (TRC)

Department of the Navy

Naval Aviation Supply Office

22. THOMAS A. TOPP (TRC)

REGION III (cont'd):NAME AND ADDRESSACTIVITIES COVEREDPENNSYLVANIA

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 (215) 697-6696 (Tommine)
 (215) 697-1085 (McDevitt)
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24. FRANCIS SEXTON (DFOR)

Defense Logistics Agency

Defense Indust. Supply Center - Philadelphia, PA

25. FRANK LIPO (TDE)

26. JOHN MARSHALL (TDM)

Defense Industrial Supply Center
 RTTH: DIBO-R-3
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 Philadelphia, PA 19111
 Tel. # Comm (215) 697-6340 (Daymour)
 (215) 697-6344 (Lipo)
 (215) 697-6345 (Marshall)
 Autovon 442-6340

27. B. J. KUEHLER (TFCR)

SEA Representative
 Naval Regional Contracting
 Center
 U.S. Naval Base - Bldg. 600
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 Tel. # Comm (215) 897-5406
 Autovon 443-5406

Department of the Navy
 Department of the Navy
 Department of the Army
 Department of the Army
 Department of the Army

Naval Reg. Contract. Cent. - Philadelphia, PA
 Naval Facilities Eng. Comm. - Philadelphia, PA
 Assessment Operations & Chem. Comm. - Edgewood, MD
 Corps of Eng.-Baltimore Dist. - Baltimore, MD
 Aberdeen Proving Ground - Aberdeen MD

REGION III (cont'd):PENNSYLVANIA (cont'd)NAME AND ADDRESS

28. ROGER FIDDER (TRIC)
SEA Representative
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Center (OS)
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29. VINCENT KICE (NRCO)
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Small Business Office
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30. GREGORY HUNLEY
SEA Representative (CODE 006A)
Navy Ships Parts Control Center
P.O. Box 2020
Mechanicusburg, PA 17055
Tel. # Comm. (717) 790-3629
FIS 594-3629
Autovon 430-3629

31. H. EDWARD BLOSS (NRCO)

32. VACANT (DNR)

ACTIVITIES COVERED

General Services Administration
Department of the Army
Defense Logistics Agency
Defense Logistics Agency
Defense Logistics Agency
Department of the Navy

Department of the Navy
Defense Logistics Agency

Department of the Navy

Department of the Navy

Public Buildings Ser. - Philadelphia, PA
Corps of Eng.-Phila. Dist. - Philadelphia, PA
DFEC - Clothing & Textile - Philadelphia, PA
DFEC - Medical - Philadelphia, PA
DFEC - Assistance - Philadelphia, PA
Naval Air Development Center - Winchester, PA

Naval Air Development Center
Defense Personnel Support Center

Ships Parts Control Cent. - Mechanicusburg, PA

Ships Parts Control Center

REGION III (cont'd):PENNSYLVANIA (cont'd)NAME AND ADDRESSACTIVITIES COVERED33. ROSS RICHMOND (TUSA)

Navy Ships Parts Control Cent.
 P.O. Box 2020, Code 006A
 Mechanicsburg, PA 17055
 Tel. # Comm (717) 790-7525 (Riloss)
 (717) 790-7771 (TRIS)
 (717) 790-7947 (Richwine)
 FIB 594-7525
 Jastoven 430-3629

WASHINGTON, D.C. METROPOLITAN AREA34. FRED REKINS (RECR)

Department of the Navy

Naval Sea Systems Command

35. VACANT (TUS)36. VACANT (TUSA)

Naval Sea Systems Command
 c/o Code 824-90
 Room 1102, Crystal Park I
 Washington, D.C. 20342-5101
 Tel. # Comm. (202) 744-3193

37. PAUL OWEN BICK (BPCR)

Department of the Navy

Space and Naval Warfare Systems Command

38. VACANT (TUS)

REGION III (cont'd):WASHINGTON, D.C. METROPOLITAN AREA (cont'd)NAME AND ADDRESSACTIVITIES COVERED39. HILBERT BECKMAN (TDR)

SEA Breakout Team
 Space and Naval Warfare Systems
 Command
 Code OOK (SEA)
 2511 Jefferson Davis Highway
 Washington, D.C. 20363-5100
 Tel. # Comm. (703) 602-6093
 Autovon 222-6093

40. JAMES WEST (TDR)

SEA Representative
 NPSW/IR - Code OOE
 Room 478, JP #1
 Washington, D.C. 20361
 Tel. # Comm. (202) 692-4144
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Department of the Navy
 Department of the Navy
 Department of the Navy
 Department of the Navy

Naval Air Systems Comm. - Washington, D.C.
 Naval Regional Contract Cent. - Washington, D.C.
 Naval Fac. Engr. Com.-Chas. Div - Washington, D.C.
 Indian Head Naval Ord. Station - Bethesda, MD

CC

41. PAUL KILWA (DROR)

Department of the Navy

Naval Air Systems Command

42. WARREN P. (Ritch) CONNER (TDR)43. VACANT (TDR)

Naval Air Systems Command
 Code OOE, Room 478
 Jefferson Plaza #1
 Washington, D.C. 20361
 Tel. # Comm (202) 692-4144
 FTS 692-4144

REGION III (cont'd):WASHINGTON, D.C. METROPOLITAN AREA (cont'd)NAME AND ADDRESSACTIVITIES COVERED

- | | | |
|---|---|---|
| <p>44. <u>ROBERT H. ALMONY (TFCO)</u>
 SEA Representative
 Department of Transportation, 842
 400 7th Street, S.W., Room 9410
 Washington, D.C. 20590
 Tel. & Ocm. (202) 366-5325/1902</p> | <p>Department of Transportation
 Department of Commerce
 Department of Veterans Affairs
 Small Business Administration
 Gen. Serv. Admin./Reg. Ofc.</p> | <p>Washington, DC
 Washington, DC
 Washington, DC
 Washington, DC
 Washington, DC</p> |
| <p>45. <u>IRVING LEACH (TFCO)</u>
 SEA Representative
 GSA/FBS Crystal Mall
 Building 4 - Suite 721
 Washington, D.C. 20406
 Tel. & Ocm. (703) 557-7994
 FBS 557-7994</p> | <p>General Services Administration
 General Services Administration</p> | <p>Fed. Supply Ser.-Central Ofc. - Washington, D.C.
 Office of Info. Resources Mgmt. - Washington, D.C.</p> |
| <p>46. <u>DORIS M. MCCORMACK (TFCO)</u>
 SEA Representative
 Department of Health and
 Human Services
 200 Independence Avenue, S.W.
 Room 5130
 Washington, D.C. 20201
 Tel. & Ocm. (202) 475-0330
 FHS 475-0330</p> | <p>Department of Health and Human
 Services
 Office of the Secretary
 Nat. Institutes of Health
 Public Health Service
 Health Care Finance Admin.
 Office of Human Development</p> | <p>Washington, D.C.
 Bethesda, MD
 Rockville, MD
 Baltimore, MD
 Washington, D.C.</p> |
| <p>47. <u>OLIVER BRODER (TFCO)</u>
 SEA Representative
 Department of the Treasury
 IRS, HR:C:P
 Contracts & Acquisition Div.
 1111 Constitution Ave, N.W., Rm 6151
 Washington, D.C. 20220
 Tel. & Ocm. (202) 377-6084</p> | <p>Department of the Treasury
 Department of Health and Human
 Services
 Department of Labor</p> | <p>Washington, D.C.
 Social Security Administration, Baltimore, MD
 Washington, D.C.</p> |

SECTION III (cont'd):WASHINGTON, D.C. METROPOLITAN AREA (cont'd)NAME AND ADDRESSACTIVITIES COVERED

48. RENEA ANDERSON (TRC)
 Department of Energy
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 Room 8H099
 Washington, DC 20585
 Tel. & Comm. (202) 586-4789

Department of Energy
 Agency for International Dev.
 Nuclear Regulatory Commission

Washington, D.C.
 Rosslyn, VA
 Washington, D.C.

MARYLAND

49. WILLIAM HEDSON (TRC)
 SEA Representative
 National Reconnaissance and
 Space Administration
 Goddard Space Flight Center
 Building 17 - Code 243
 Greenbelt, MD 20771
 Tel. & Comm. (301) 286-4378
 FIS 888-4378

Natl. Aero. & Space Admin.
 Department of Agriculture
 Department of the Navy
 Department of the Navy
 Department of the Army

Greenbelt, MD
 Washington, D.C.
 David Taylor Model Basin - Bethesda, MD
 Navy Surface Weapons Center - White Oak, MD
 Harry Diamond Labs - White Oak, MD

VIRGINIA

50. J. (Don) BEACWOOD (TRC)
 SEA Representative
 Defense General Supply Center
 Building 32
 Richmond, VA 23297-5099
 Tel. & Comm. (804) 771-2233
 FIS 925-2233
 Astrom 695-3154

Defense General Supply Center

Richmond, VA

51. ROBERT S. COOPER (TRC)

Defense Logistics Agency

Defense General Supply Center

52. DANIEL SUMMERS (TRC)

REGION III (cont'd)NAME AND ADDRESSACTIVITIES COVEREDVIRGINIA (cont'd)53. VACANT, (TIER)

Defense General Supply Center
 Building 32N, SEA-Brackcut
 Richmond, VA 23297-5087
 Tel. & Comm. (804) 275-4581 (Comtee)
 (804) 275-3940 (Rutherford)
 Autowin 695-4581
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54. JOSEPH FOGLEA (TIFOR)

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 NASA Langley Research Center
 Mail Stop 138 - Room 231
 Hampton, VA 23665
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Nat. Aeron. & Space Admin.
 Department of the Air Force
 Department of the Army
 Department of the Army
 Department of the Army
 Department of the Army
 Department of the Navy
 Department of the Navy
 Department of the Navy
 Department of the Navy

Langley Res. Center - Langley, VA
 Langley AFB - Langley, VA
 Aviation Applied Tech. Lab. - Ft. Belvoir, VA
 Army Transport Center - Ft. Belvoir, VA
 Army Training Supp. Agency - Ft. Belvoir, VA
 Corps of Engs.-Norfolk Dist. - Norfolk, VA
 Naval Supply Center - Norfolk, VA
 Naval Facil. Engineering Cntr. - Norfolk, VA
 Norfolk Naval Shipyard - Portsmouth, VA
 Sup. of Shipbldg., Conv. & Repair - Portsmouth, VA

WEST VIRGINIA55. EDWARD WENNER (TIFOR)

SEA Representative
 Clarksburg District Office
 168 West Main Street
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 Clarksburg, WV 26301
 Tel. & Comm. (304) 623-5631
 FTS: 923-4274

Department of Energy
 Department of the Army

Morgantown Energy Technology Cntr - Morgantown, WV
 Corps of Engineers - Huntington, WV

NAME AND ADDRESSACTIVITIES COVERED

REGION IV: Includes the States of North Carolina, South Carolina, Alabama, Tennessee, Kentucky, Mississippi, Georgia and Florida

NORTH CAROLINA

56. HELEN FOWELL (TECR)
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SEA, PCR
C/O KUBER
Contracts Office
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Department of Health and Human
Services
Environmental Protection Agency
Department of the Air Force
Department of the Air Force
Department of the Army
Department of the Army

National Institute of Environmental Health
Research Triangle Park, NC
Research Triangle Park, NC
Rope AFB - Pope AFB, NC
Seymour Johnson AFB - Goldsboro, NC
Corps of Engrs.- Wilmington Dist. - Wilmington, NC
Ft. Bragg - Fayetteville, NC

SOUTH CAROLINA

57. WILLIAM DEMPSEY (TECR)
SEA Representative
Small Business Administration
Naval Supply Center
Business Opportunity Center
McMillan and Spruill Avenues
Building 83, US Naval Base
Charleston, SC 29408-6304
Tel. & Comm. (803) 743-3975

Department of the Navy
Department of the Navy
Department of the Navy
Department of the Army
Department of the Army
Department of the Air Force

Naval Supply Center - Charleston, SC
Naval Facilities Eng. Comm. - Charleston, SC
Sup. of Shipbldg., Conv. & Repair - Charleston, SC
Corps of Engrs.- Charleston Dist. - Charleston, SC
Ft. Jackson - Columbia, SC
Charleston Air Force Base - Charleston, SC

KENTUCKY

58. KATHLEEN M. HIGHT (TECR)
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FIB: 352-6662

Department of the Army
Department of the Army
Department of the Navy

Corps of Engineers - Louisville, KY
Fort Knox, KY
Naval Ordnance Depot - Louisville, KY

REGION IV (cont'd):NAME AND ADDRESSACTIVITIES COVEREDGEORGIA

59. EVEL W. BLOOMBERG (TICR)
SEA Representative
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Warner Robins, GA 31099
Tel. & Comm. (912) 926-5874
FIS 238-0526
Autovon 488-5874
60. T. C. HOLLINGSWORTH (BRCR)
61. CHARLES CHOICE (TICR)
62. HERBERT LUCHMUTH (TARA)

P.O. Box 611
Warner Robins, GA 31099
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FIS 238-0527
Autovon 488-6932
63. JENH TURNER (TICR)
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Small Business Administration
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Atlanta, GA 30367
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FIS 257-7987
64. WALTER R. WALLACE (TICR & BRCR)
Marine Corps Logistics Base
P.O. Box 43006 - MCIB
Albany, GA 31704
Tel. & Comm. (912) 439-6719

Department of the Air Force
Department of the Army
Department of the Army
Department of the Air Force

Department of the Air Force

General Services Administration
Department of the Army
Department of the Army
Department of the Army
Department of the Army

U.S. Marine Corps
Department of the Army
Department of the Air Force

Warner Robins Air Log. Center - Warner Robins, GA
Fort Benning - Columbus, GA
Fort Gordon - Augusta, GA
Moody Air Force Base - Valdosta, GA

Warner Robins Air Logistics Center

Region IV - Atlanta, GA
Ft. McPherson - Atlanta, GA
U.S. Army Forces Comm. - Atlanta, GA
Ft. McEllan - Anniston, AL
Anniston Army Depot - Anniston, AL

Marine Corps Supply Center - Albany, GA
Fort Rucker - Ozark, AL
Maxwell AFB - Montgomery, AL

REGION IV (cont'd):NAME AND ADDRESSACTIVITIES COVEREDGEORGIA (cont'd)

65. VACANT (TARA)
Marine Corps Logistics Base
P.O. Box 43006-MCLB
Albany, GA 31704
Tel. # Com. (912) 439-6719

U.S. Marine Corps

Marine Corps Supply Center - Albany, GA

FLORIDA

66. SUE R. GRULIN (TFCO)
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Mit. Aeronautics & Space Admin.
Department of the Air Force
Department of the Navy
Department of the Navy
Department of the Navy
Department of the Army
Department of the Army
Department of the Army

Cape Kennedy - FL
Patrick AFB - Cocoa Beach, FL
Naval Facilities Eng. Com. - Kings Bay, GA
Naval Air Station - Jacksonville, FL
Naval Supply Center - Jacksonville, FL
Fort Stewart - Kingsville, GA
Corps of Engrs.-Savannah Dist. - Savannah, GA
Naval Supply Center - Kings Bay, GA
Corps of Engrs.-Jacksonville Dist. - Jacksonville, FL

67. LAWRENCE S. FELDMAN (TFORGEOR)
SEA Representative
Naval Training Systems Center
12350 Research Parkway
c/o Code 005
Orlando, FL 32826-3224
Tel. # Com. (407) 380-6252
Autovon 960-6252

Department of the Navy
Department of the Air Force

Naval Training Systems Center - Orlando, FL
MacDill Air Force Base - Tampa, FL

REGION IV (cont'd):FLORIDA (cont'd)NAME AND ADDRESS

68. SPWA (Bally) LONG (TPCR)
 SPA Representative
 Eglin Air Force Base
 Building 38
 Eglin AFB, FL 32542-5000
 Tel. # Comm. (904) 882-2605
 FTS 678-6240
 Authcon 872-2605

69. JAMES KELLING (TPCR)

70. VACANT (TDR)

71. VACANT (TDR)

Air Force Armament Division
 SPA, Building 38
 Eglin AFB, FL 32542-5000
 Tel. # Comm. (904) 882-2605
 Authcon 872-2605

ALABAMA

72. EDWARD WILLSON (TPCR)
 SPA Representative
 Building 4408 - Room A114
 Redstone Arsenal
 Huntsville, AL 35898
 Tel. # Comm. (205) 876-4313

73. RALPH WAGGNER (TPCR)

74. GARY W. HENDON (TDR)

ACTIVITIES COVERED

Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of the Army
 Department of the Navy

Department of the Air Force

Department of the Army
 Department of the Army
 Mat. Aeron. & Space Admin.

Department of the Army

Manitowoc Systems Division - Eglin AFB, FL
 Weesler AFB - Biloxi, MS
 Tyndall AFB - Panama City, FL
 Corps of Engrs.-Mobile Dist. - Mobile, AL
 Naval Coastal Systems Center - Panama City, FL

Manitowoc Systems Division

Army Missile Command - Huntsville, AL
 Ballistic Missile Def. Sys. Comm. - Huntsville, AL
 Marshall Space Flight Center - Huntsville, AL

Army Missile Command

REGION IV (cont'd):ALABAMA (cont'd)NAME AND ADDRESSACTIVITIES COVERED

75. VACANT (DUEA)

U.S. Army Missile Command
Building 4488 - Room A115
Redstone Arsenal
Huntsville, AL 35898
Tel. # Comm. (205) 876-7373
Autovon 746-7373

MISSISSIPPI

76. DAVID SCOTT (TYCR)

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SEA-PCR, P.O. Box 1070
Nashville, TN 37202-1070
Tel. # Comm: (615) 736-7855
FIS 852-7855

Department of the Army
Department of the Army
Department of the Army
Department of the Army
Defense Logistics Agency

Corps of Engineers - Nashville Dist. - Nashville, TN
Corps of Engineers - Memphis, TN
Corps of Engineers - Vicksburg, TN
Waterways Experiment Station - Vicksburg, TN
Defense Industrial Property Expt. Center - Memphis, TN

REGION VI:

Includes the States of Illinois, Indiana, Ohio, Michigan, Wisconsin and Minnesota

ILLINOIS

77. WALTER H. THORPE (TYCR)

SEA Representative
U.S. Army Ammunition Munition
& Chemical Command
PETER SENIO
Rock Island, IL 61299-7180
Tel. # Comm (309) 782-5736
Autovon 793-5736

Department of the Army
Department of the Army

Ammunition Material Prod. Comm. - Rock Island, IL
Rock Island Arsenal - Rock Island, IL

78. JACK BOONWISER (TYCR)

Department of the Army

Ammunition Material Prod. Comm.

79. STEED HENRIK (DUE)

REGION V: (cont'd)ILLINOIS (cont'd)NAME AND ADDRESSACTIVITIES COVERED80. WALTER FLETCHER (TICR)

U.S. Army Research Station
& Chemical Command
ATTN: SENIO
Rock Island, IL 61299-7180
Tel. & Comm (309) 782-5736
FIS 386-5736
Autovon 793-5736

81. FIVANK VILLACCI, Jr. (TICR)

SEA Representative
VA Marketing Center
ATTN: SEA/PCR
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Mines, IL 60141
Tel. & Comm. (312) 261-2739
FIS 381-2739

Department of Veterans Affairs
General Services Administration
General Services Administration
Department of Energy
Department of Transportation
Department of the Army
Department of the Air Force
Department of Defense

VA Marketing Center - Mines, IL
Federal Supply Service - Chicago, IL
Public Buildings Service - Chicago, IL
Argonne National Lab. - Argonne, IL
Federal Aviation Administration - Des Plaines, IL
Fort Sheridan, IL
Chenute AFB, IL
Defense Communications Agency, Scott AFB, IL

OHIO82. WAGNER (TICR)

SEA Representative
Defense Construction
Supply Center
P.O. Box 3990
Columbus, OH 43216-3000
Tel. & Comm. (614) 469-2410
FIS 943-2410
Autovon 238-2426

Defense Logistics Agency
National Aeronautics & Space Admin.

Defense Construction Supply Cent. - Columbus, OH
Lewis Research Center - Cleveland OH

REGION V: (cont'd)CHGO (cont'd)NAME AND ADDRESSACTIVITIES COVERED

83. EUGENE DOWNEYA (DFCP)

Defense Logistics Agency

Defense Construction Supply Center

84. RON MUEHLER (TMR)

85. EDWARD HERRIS (TMR)

Defense Construction

Supply Center

P.O. Box 3990, ADRS: SEA-FCB

Columbus, OH 43216-5000

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FIS 943-2279

Autovon 850-2426

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Wright-Patterson Air Force Base

Dayton, OH 45433

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FIS 774-2750

Autovon 785-3333

Department of the Air Force

Department of the Air Force

Department of the Air Force

Department of the Navy

Aeronautical Systems Div. - Dayton, OH

Air Force Wright Aeronautical Lab - Dayton, OH

Wright-Patterson Contracting Cent. - Dayton, OH

Naval Avionics Center - Indianapolis, IN

87. VICTOR (DFCP)

Department of the Air Force

Aeronautical Systems Division

88. HENRY JOHNSON (TMR)

89. ROBERT JEFFCOAT (TMR)

Air Force Aeronautical Systems Div.

Area B, Building 70, Room 202

Dayton, Ohio 45433-6503

Tel. & Com. (513) 255-9347/48/49

Autovon 785-9348

REGION VI: (cont'd)CHED (cont'd)NAME AND ADDRESSACTIVITIES COVERED

90. RESEARCH NATION (TRCN)
 Defense Electronics Supply Center/SEA
 Dayton, OH 45444
 Tel. & Comm. (513) 296-5727
 Autovon 906-5727

Defense Logistics Agency

Defense Electronics Supply Center

91. VACANT (TRCN)

Defense Logistics Agency

Defense Electronics Supply Center

92. VACANT (TRCN)

Defense Electronics Supply Center
 Building 5, Room E2
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 Tel. & Comm. (513) 296-5727
 Autovon 906-5727

INDIANA

93. D. VIKK BELLEWA (TRCN)
 Naval Avionics Center
 SEA/TRCN
 6100 East 21st Street
 Indianapolis, IN 46219
 Tel. & Comm. (317) 353-3024

Department of the Air Force

Naval Avionics Center - Indianapolis, IN

MICHIGAN

94. HOWARD O'NEIL THOMPSON (TRCN)
 SEA Representative
 SEA/TRCN
 U.S. Army Tank-Automotive
 Command
 Warren, MI 48097-5000
 Tel. & Comm. (313) 574-5513
 Autovon 786-5513

Department of the Army

Army Tank-Automotive Comm. - Warren, MI

REGION V: (cont'd)MICHIGAN (cont'd)NAME AND ADDRESSACTIVITIES COVERED

95. JOSEPH W. PECK (DPOR)

Department of the Army

Army Tank-Automotive Comd.

96. EDWIN EBERK (DPOR)

97. VACANT (DPOR)

SEA/DPORU.S. Army Tank-Automotive
Command

Warren, MI 48397-5000

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Autovon 786-7387

MINNESOTA

98. PAUL E. ROSS (DPOR)

Department of the Army

Corps of Engineers - St. Paul District - St. Paul, MN

SEA Representative

St. Paul District Corps

of Engineers

Attn: SEA Liaison Office

1421 U.S. Post Office and

Customs House

St. Paul, MN 55101-1479

Tel. & Comm: (612) 220-0725

REGION VI: Includes the States of Arkansas, Louisiana, Texas, Oklahoma and New Mexico

FOR Supervisor:

JOSEPH LIMA

SEA, Dallas Regional Office

8625 King George Drive

Building C

Dallas, TX 75235-3391

Tel. & (214) 767-7639

FTN 729-7639

PHASE VI (cont'd)NAME AND ADDRESSADDRESS

99. WILL HENSHFIELD (TFCR)
 SBA Representative
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 Little Rock, AR 72201
 Tel. # Comm. (501) 378-5871
 FTS 740-5871

TELEPHONE

100. ROBERT CIGHELE (TFCR)
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 San Antonio Air Logistics
 Center/EC (SBA)
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 Kelly Air Force Base
 San Antonio, TX 78211
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 FTS 730-5608
 Autovon 945-6184

101. VINCE SALAZAR (HPCR)

102. JOE CHRY (TFCR)

103. JOHN HINDRICKS (TASA)

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 FTS 730-5608
 Autovon 945-6184

ACTIVITIES COVERED

Department of Veterans Affairs
 Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of the Army
 Department of the Army
 Department of the Army
 Department of the Army
 Department of the Army

VA Medical Center - Little Rock, AR
 Rockdale AFB - Shreveport, LA
 England AFB - Alexandria, LA
 Little Rock AFB - Jacksonville, AR
 Pine Bluff Arsenal - Pine Bluff, AR
 Red River Army Depot - Tarrant, TX
 Ft. Polk - Ft. Polk, LA
 Corps of Engs.-Little Rock Dist. - Little Rock, AR
 Corps of Engs.-New Orleans Dist. - New Orleans, LA

Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of the Army

San Antonio Air Logistics Center - San Antonio, TX
 Lackland AFB - San Antonio, TX
 Randolph AFB - San Antonio, TX
 Brooks AFB - San Antonio, TX
 Ft. San Houston - San Antonio, TX

Department of the Air Force

San Antonio Air Logistics Center

REGION VI (cont'd)NAME AND ADDRESSACTIVITIES COVEREDTEAMS (cont'd)

104. LINDA NEILL (TFCR)
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Ft. Worth, TX 76102-0300
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FIS 334-2997

Department of the Army
Department of the Army
Department of the Army
Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Air Force
National Aeron. & Space Admin.
General Services Administration
General Services Administration

Corps of Engrs.-Fort Worth Dist. - Fort Worth, TX
Ft. Hood - Killeen, TX
Corps of Engrs.-Galveston Dist. - Galveston, TX
Bergstrom AFB - Austin, TX
Cresswell AFB - Fort Worth, TX
Dyess AFB - Abilene, TX
Sheppard AFB - Wichita Falls, TX
Johnson Space Center - Houston, TX
Public Buildings Service - Fort Worth, TX
Federal Supply Service - Fort Worth, TX

OKLAHOMA

105. HENRY TUCK (TFCR)
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Oklahoma City Air
Logistics Center
SEA/PCR
Tinker AFB, OK 73145-5990
Tel. # Comm. (405) 231-4784
FIS 736-4784
Autovon 339-7821

Department of the Air Force
Department of Transportation
Department of the Army
Department of the Army

Oklahoma City Air Logist. Cent. - Oklahoma City, OK
Federal Aviation Admin. - Oklahoma City, OK
Ft. Sill - Lawton, OK
Corps of Engrs.-Tulsa Dist. - Tulsa, OK

106. RICHARD HAWKIN (DFCR)

Department of the Air Force

Oklahoma City Air Logistics Center

107. VACANT (TFCR)

108. VACANT (TFCR)

CO-ALC/EC (SEA)
Oklahoma City Air
Logistics Center
Tinker AFB, OK 73145
Tel. # Comm. (405) 231-4785
FIS 736-4784
Autovon 339-7821

REGION VI (cont'd)NEW MEXICONAME AND ADDRESSACTIVITIES COVERED

109. IRVING BRIDGE (TFCO)
 SEA Representative
 Kirtland Contracting Center
 Building 499
 Kirtland Air Force Base
 Albuquerque, NM 87117
 Tel. # Comm. (505) 844-3819
 FTS 844-3819
 Autovon 244-3819

Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of Veterans Affairs
 Department of the Army
 Department of the Army
 Department of Energy

Kirtland Contracting Cent. - Albuquerque, NM
 Holloman AFB - Alamogordo, NM
 White Sands Missile Range - White Sands, NM
 VA Hospital - Albuquerque, NM
 Ft. Bliss - El Paso, TX
 Corps of Engrs. - Albuquerque, NM
 Albuquerque, NM

REGION VII - Includes the States of Missouri, Iowa, Nebraska and Kansas

MISSOURI

110. LYLE D. EWING (TFCO)
 SEA Representative
 Army Aviation Systems Command
 c/o AVSCOM (SEA/FCR)
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 St. Louis, MO 63120-1798
 Tel. # Comm. (314) 263-3951
 FTS 273-3950
 Autovon 693-3950

Department of the Army

Army Aviation Sys. Command - St. Louis, MO

111. TUNG SHING CHU (BFCR)

Department of the Army

Army Aviation Sys. Command

112. SIMPLEY LORING (TNG)

7
00

REGION VII (cont'd)MISSOURI (cont'd)NAME AND ADDRESSACTIVITIES COVERED

113. CLAY TRUM (TARA)

Army Aviation Systems Command
 c/o AVECOM (HFCR)
 Building 102E
 4300 Goodfellow Boulevard
 St. Louis, MO 63120-1798
 Tel. # Comm. (314) 263-3057
 FTS 273-3057
 Autocall 693-3057

114. SYLVESTER JACKSON (TROR)
 SEA Representative
 U.S. Army Troop Support Command
 c/o TROSCOM (HFCR-V)
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 4300 Goodfellow Boulevard
 St. Louis, MO 63120-1798
 Tel. # Comm. (314) 263-3951
 FTS 273-3950
 Autocall 693-3951

Department of the Army
 Department of the Army
 Defense Mapping Agency

Army Troop Support Command - St. Louis, MO
 Corps of Engrs.-St. Louis District - St. Louis, MO
 Aerospace Center - St. Louis, MO

115. DICK FLASTER (HFCR)

Department of the Army

Army Troop Support Command

116. VORNT (TAE)

117. BEVERLY HUGHESON (TARA)

U.S. Army Troop Support Command
 c/o TROSCOM (HFCR-V)
 Building 102E, Room 110A
 4300 Goodfellow Boulevard
 St. Louis, MO 63120-1798
 Tel. # Comm. (314) 263-3057
 FTS 263-3057
 Autocall 693-3057

REGION VII (cont'd)MISSOURI (cont'd)NAME AND ADDRESS

118. HERSCHEL MERCHANT (TPO)
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FIS 757-3000

ACTIVITIES COVERED

Department of Agriculture
General Services Administration
General Services Administration
Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Army
Department of the Army
Department of the Army
Department of the Army
Department of the Army

AG Stab. & Conserv. Serv. - Kansas City, MO
Federal Supply Ser. - Kansas City, MO
Public Buildings Ser. - Kansas City, MO
McCormell AFB - Wichita, KS
Offutt AFB - Omaha, NE
Whiteman AFB - Sedalia, MO
Ft. Leavenworth - Leavenworth, KS
Ft. Leonard Wood - Ft. Leonard Wood, MO
Ft. Riley - Junction City, KS
Corps of Engs.-Kansas City Dist. - Kansas City, MO
Corps of Engs-Omaha Dist. - Omaha, NE

ICMRA:

119. MARLIN FRANCHER (TPO)
SEA Representative
SEA - ICMRA
Urban Campus
1100 7th Street
Des Moines, IA 50314
Tel. # Com. (515) 964-6820

Department of Agriculture
General Service Administration
Department of Veterans Affairs
Department of Veterans Affairs
Department of Veterans Affairs

Farmers Home Admin. - Des Moines, IA
Field Office Manager - Des Moines, IA
VA Medical Center - Des Moines, IA
VA Supply Service - Iowa City, IA
VA Supply Service - Knoxville, IA

REGION VIII - Includes the States of Colorado, Utah, Montana, Wyoming, North Dakota and South DakotaCOLORADONAME AND ADDRESSACTIVITIES COVERED

120. WICKERT (TFCR)
SEA Representative
1 Denver Place North
999 16th Street
Suite 701
Denver, CO 80225
Tel. & Comm. (303) 294-7085
FIS 544-7085

Department of Energy
Department of the Interior
Department of the Interior
Department of the Interior
Department of the Interior
Department of the Interior
Department of the Interior
Department of Transportation
Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Army

Western Area Power Admin. - Golden, CO
Bureau of Land Management - Denver, CO
Bureau of Mines-Denver Mining Resch. - Denver, CO
Bureau of Reclamation-ER Cent. - Denver, CO
National Park Service - Denver, CO
U.S. Geological Survey - Denver, CO
Fish and Wildlife Service - Denver, CO
Office of Surface Mining - Denver, CO
Federal Highway Admin. - Denver, CO
Space Command - Colorado Springs, CO
Peterson AFB - Colorado Springs, CO
Air Force Academy - Colorado Springs, CO
Lowry AFB - Denver, CO
Francis E. Warren AFB - Cheyenne, WY
Fort Carson - Colorado Springs, CO

UTAH

121. WICKERT (TFCR)
SEA Representative
P.O. Box 823
Clearfield, UT 84015
Tel. & Comm. (801) 625-5386
FIS 586-5586
Autovon 438-4150

Department of the Air Force

Ogden Air Logistics Center - Ogden, UT

122. RICHARD L. HUGHES (TFCR)

Department of the Air Force

Ogden Air Logistics Center

123. WALSH WILKINSON (TFCR)

124. MICHAEL DRY (TFCR)

P.O. Box 823
Clearfield, UT 84015
Tel. & Comm. (801) 625-5386/4150
FIS 586-5586
Autovon 586-5586

REGION VIII (cont)NAME AND ADDRESSACTIVITIES COVEREDMONTANA

125. JOHN LAMBERTO (TICR)
 SEA Representative
 Department of Interior
 Bureau of Reclamation
 Billings, MT 59101
 Tel. & Comm: (406) 632-1523
 FTS: 565-6567

Department of the Interior
 Department of Veterans Affairs
 Department of the Air Force

Bureau of Reclamation, Billings, MT
 VA Supply Service - Ft. Harrison, MT
 Malmstrom AFB - Great Falls, MT

NORTH DAKOTA

126. CLARA MOORE (TICR)
 SEA Representative
 Minot Air Force Base
 Minot, ND 58705-5320
 Tel. & Comm: (701) 723-4267

Department of the Air Force
 Department of the Air Force
 Department of Veterans Affairs

Minot, Air Force Base - Minot, ND
 Grand Forks AFB - ND
 VA Administration Center, Fargo, ND

REGION IX - Includes the States of California, Nevada, Arizona and Hawaii and GuamCALIFORNIA

127. ROBERT S. BURBANK (TICR)
 SEA Representative
 Small Business Administration
 Federal Building
 880 Front Street - Room 4529
 San Diego, CA 92198
 Tel. & Comm: (619) 293-7267
 FTS 895-7267

Department of the Navy
 Department of the Navy
 Department of the Navy

Marine Base-Camp Pendleton - San Diego, CA
 Naval Supply Center - San Diego, CA
 Naval Ocean Systems Center - San Diego, CA

128. JOSEFA M. GALLAGHER (TICR)
 SEA Representative
 SEA, Glendale District Off.
 130 North Brand Boulevard
 Glendale, CA 91203-2304
 Tel. & Comm: (213) 894-7115

Department of the Air Force
 Department of the Air Force
 Department of the Army
 Department of the Air Force
 Department of the Navy

Ballistic Missile Off. - Norton Air Force Base, CA
 Norton AFB - San Bernardino, CA
 Corps of Engrs.-Los Angeles Dist. - Los Angeles, CA
 Edwards AFB - Edwards, CA
 Naval Weapons Center - China Lake, CA

REGION IX (cont'd)CALIFORNIA (cont'd)NAME AND ADDRESSACTIVITIES COVERED

129. NICHOLAS L. MURPHY (HPCF)
Ballistic Systems Division
SEA - HPCF
Morton AFB, CA 92409-6468
Tel. # Comm. (714) 382-4304
Autovon 876-4304

Department of the Air Force

Space Division - El Segundo, CA

130. RICHARD KIMS (HPCF)
SEA Representative
Headquarters Space Division
P.O. Box 92960
Los Angeles Air Force Base
Los Angeles, CA 90009-2960
Tel. # Comm. (213) 643-0086
Autovon 833-0086

Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Navy

Space Division - El Segundo, CA
Vandenberg AFB - Lompoc, CA
Nellis Air Force Base - Las Vegas, NV
Naval Regional Contract Office - Long Beach, CA

131. RICHARD D. GILLNET (HPCF)
SEA Representative
SEA Regional Office
450 Golden Gate Avenue
P.O. Box 30644
San Francisco, CA 94102
Tel. # Comm. (415) 556-7784
FHS 556-7784

General Services Administration
General Services Administration
Defense Logistics Agency
Department of the Navy

Federal Supply Ser. - San Francisco, CA
Public Buildings Ser. - San Francisco, CA
Defense Personnel Supp. Cent. - Oakland, CA
Naval Supply Center - Oakland, CA

132. THOMAS WEEVER (HPCF)
SEA Representative
Building 2632, Room 115
McClellan Air Force Base
Sacramento, CA 95622
Tel. # Comm. (916) 643-2829
FHS 460-4893
460-4894
Autovon 633-2829

Department of the Air Force
Department of the Army

Sacramento Air Logistics Cent. - Sacramento, CA
Corps of Engrs.-Sacramento Dist. - Sacramento, CA

CC
CC

SECTION IX (cont'd)NAME AND ADDRESSACTIVITIES COVEREDCALIFORNIA (cont'd)133. HAZEL SWINNEY (NFOR)

Department of the Air Force

Sacramento Air Logistics Center

134. MELVIN DODDIN (TNS)135. WILLIAM LOFGREN (TNS)

Sacramento ALC
 R/O FOR
 Building 263E, Room 109
 McChallan Air Force Base
 Sacramento, CA 95652
 Tel. # Comm. (916) 643-0829
 FTS 460-8893
 460-8894
 Autovon 633-2829

136. JAMES GREENWELL (TFC)

NSA Representative
 NFOR-Jess Research Center
 Mail Stop 241-1
 Moffett Field, CA 94035
 Tel. # Comm. (415) 604-3009
 (FTS) 444-3009
 FAX (415) 604-4646

National Aeronautics & Space Admin.
 Department of the Air Force

Jess Research Center - Moffett Field, CA
 Satellite Control Fac. - Sunnyvale, CA

ARIZONA137. AL EDWARDS (TFC)

NSA Representative
 Small Business Administration
 2005 North Central Ave, 5th FL
 Phoenix, AZ 85004
 Tel. # Comm. (602) 261-3732
 FTS 261-3732

Department of the Air Force
 Department of the Air Force
 Department of the Air Force
 Department of the Army
 Department of the Interior

Davis Monthan AFB - Tucson, AZ
 Luke AFB - Glendale, AZ
 Williams AFB - Chandler, AZ
 Ft. Huachuca - Sierra Vista, AZ
 Bureau of Reclamation, Phoenix, AZ

REGION IX (cont'd)HAWAII AND PULHESACTIVITIES COVEREDHAWAII

138. LOUISE G. GREENBERG (TYCO)
SEA Representative
C/O U.S. Army Western Command
Attn: ACPM, Stop 519
Ft. Shafter, HI 96858-5100
Tel. # Com. (808) 438-2234

Department of the Army
Department of the Army
Department of the Air Force
Department of the Navy
Department of the Navy

Army Procurement Agency - Honolulu, HI
Corps of Engrs.-Pacific Division - Honolulu, HI
Hickam AFB - Pacaf Proc. Center - Honolulu, HI
Naval Regional Procurement Ofc. - Honolulu, HI
Naval Facilities Engineering Com. - Honolulu, HI

REGION X - Includes the States of Washington, Oregon, Idaho and AlaskaWASHINGTON

139. GLEN D. BURRITT (TYCO)
SEA Representative
General Services Administration
GSA Center
Arlington, VA 98001
Tel. # Com. (206) 931-7161
FTE 396-7161

General Services Administration
Department of Transportation
Department of the Air Force
Department of the Air Force
Department of the Army
Department of the Army
Department of the Army
Department of the Navy

Federal Supply Service - Arlington, WA
USCG-PAC Design & Const. Center - Seattle, WA
Fairchild AFB - Spokane, WA
McChord AFB - Tacoma, WA
Ft. Lewis - Tacoma, WA
Corps of Engrs.-Seattle Dist. - Seattle, WA
Corps of Engrs.-Walla Walla Dist. - Walla Walla, WA
Naval Supply Center - Bremerton, WA

OREGON

140. MARY JO WITTY (TYCO)
SEA Representative
Small Business Administration
District Office
222 SW Columbia, Suite 500
Portland, OR 97201-6605
Tel. # Com. (503) 326-2905
FTE: 423-2905

Department of Energy
Department of the Army

Bonneville Power Admin. - Portland, OR
Corps of Engrs.-Portland Dist. - Portland, OR

REGION X (cont'd)

Page 32

NAME AND ADDRESS

ACTIVITIES COVERED

ALASKA

141. CHARLOTTE HERRLE (TFCR)
SEA Representative
Small Business Administration
222 West 8th Avenue, Room 67
Anchorage, AK 99501
Tel. & Comm. (907) 271-4022

Department of the Air Force
Department of the Air Force
Department of the Air Force
Department of the Army
Department of the Army
Department of the Army
Department of the Army
Department of Transportation

Alaskan Air Command - Anchorage, AK
Eielson AFB - Fairbanks, AK
Eielson AFB - Anchorage, AK
Ft. Richardson - Anchorage, AK
Corps of Engs.-Anchorage Dist. - Anchorage, AK
Fort Wainwright - Fairbanks, AK
Fort Greasey - Delta Junction, AK
Coast Guard, Juneau, AK

ATTACHMENT I
SMALL BUSINESS ADMINISTRATION REGIONAL OFFICES

REGION I: Includes the States of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont.

Samuel A. Gentile, Jr.
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
60 Battery March Street, 10th Floor
Boston, Massachusetts 02110
Tel. & Comm. (617) 451-2040
FIS 451-2040

REGION II: Includes the States of New Jersey, New York, the Commonwealth of Puerto Rico and the Virgin Islands.

Tom Danneberg
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
26 Federal Plaza, Room 3108
New York, New York 10278
Tel. & Comm. (212) 264-1452
FIS 264-1452

REGION III: Includes the States of Delaware, Maryland, Pennsylvania, Virginia, West Virginia, and the District of Columbia.

Joseph Monteleone
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
Allendale Square, Suite 201
475 Allendale Road
King of Prussia, Pennsylvania 19406
Tel. & Comm. (215) 962-3706
FIS 962-3706

REGION IV: Includes the States of Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee.

John Letimer
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
1375 Peachtree Street, N.E., 5th Floor
Atlanta, Georgia 30367
Tel. & Comm. (404) 347-4483
FIB 257-4483

REGION V: Includes the States of Illinois, Indiana, Ohio, Michigan, Minnesota, and Wisconsin.

Robert Murphy
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
230 South Dearborn Street, Room 510
Chicago, Illinois 60604
Tel. & Comm. (312) 353-1395
FIB 353-1395

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00

REGION VI: Includes the States of Arkansas, Louisiana, Oklahoma, New Mexico, and Texas.

James R. Quigley
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
9625 King George Drive, Building C
Dallas, Texas 75235-3391
Tel. & Comm. (214) 767-7639
FIB 729-7639

REGION VII: Includes the States of Iowa, Kansas, Missouri, and Nebraska.

Petrick Smythe
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
911 Walnut Street, 13th Floor
Kansas City, Missouri 64106
Tel. & Cma. (816) 426-5201
FIS 867-5201

REGION VIII: Includes the States of Colorado, Montana, North Dakota, South Dakota, Utah, and Wyoming.

Cleo B. Styron
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
999 18th Street, Suite 701
Denver, Colorado 80202-2395
Tel. & Cma. (303) 294-7082
FIS 330-7082

REGION IX: Includes the States of Arizona, California, Hawaii and Nevada and Guam.

Robert Paccione
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
450 Golden Gate Avenue
P.O. Box 36044
San Francisco, California 94102
Tel. & Cma. (415) 556-7784
FIS 556-7784

SMALL BUSINESS ADMINISTRATION PERSONNEL OFFICES, (con't)

REGION IX: Includes the States of Alaska, Idaho, Oregon and Washington.

Wendell Morris
Assistant Regional Administrator
for Procurement Assistance
Small Business Administration
2615 Fourth Avenue
4th and Vine Building, Room 440
Seattle, Washington 98121
Tel. & Com. (206) 442-0390
FHS 399-0390

ATTACHMENT II
ON-CALL COVERAGE

The following installations are visited by a PCR on an on-call, or as needed or requested, basis.

REGION I:

Rhode Island

Department of Veterans Affairs
Providence, RI

General Services Administration
Property Management Division
Providence, RI

Resident Officer in Charge of Construction
Naval Activities
Narragansett Bay Area
Narragansett, RI

Naval Regional Contracting Office
Small Purchase Division
Narragansett, RI

Navy Recale and Services Support Office
Quonset Point, RI

Navy War College
Small Purchase Division
Narragansett, RI

CONNECTICUT

Resident Officer in Charge of Construction
Naval Submarine Base
New London, CT

NEW HAMPSHIRE

Resident Officer in Charge of Construction
Plymouth Naval Shipyard
Plymouth, NH

MAINE

Resident Officer in Charge of Construction
Naval Air Station, Building 8
Brunswick, ME

REGION II:

NEW YORK

Rome Air Development Center
Griffiss Air Force Base
Rome, NY

Watervliet Arsenal
Watervliet, NY

REGION III:MARYLAND

Naval Aviation Depot Operation Center
Pahokee River, MD

Naval Air Station Supply Department
Pahokee River, MD

WEST VIRGINIA

West Virginia National Guard
Buckhannon, WV

Department of Agriculture
Monongahela National Forest
Elkins, WV

Department of Health and Human Services
National Institutes for Occupational Safety and Health
Morgantown, WV

Department of the Interior
National Parks Service
Harpers Ferry, WV

REGION IV:NORTH CAROLINA

Marine Corps Logistics Base
Camp LeJeune, NC

WEST VIRGINIA, (con't)

Department of Veterans Affairs Hospital
Clarksburg, WV

Department of Veterans Affairs Medical Center
Huntington, WV

Department of Veterans Affairs Medical Center
Beckley, WV

Department of Veterans Affairs Medical Center
Martinsburg, WV

Department of the Treasury
Bureau of Public Debt
Parkersburg, WV

Department of Labor
Mine Safety and Health Administration
Beckley, WV

SOUTH CAROLINA

Myrtle Beach Air Force Base
Myrtle Beach, SC

REGION IV (cont'd):

NORTH CAROLINA (cont'd)

Marine Corps Air Station
Cherry Point, NC

GEORGIA

CHOC, Trident
Kings Bay, GA

FLORIDA

Naval Supply Center
Pensacola, FL

Department of the Treasury
Internal Revenue Service
Jacksonville, FL

Naval Air Station
Jacksonville, FL

REGION V:

INDIANA

Naval Weapons Support Center
Crown, IN

SOUTH CAROLINA (cont'd)

Shaw Air Force Base
Sumter, SC

Department of Veterans Affairs Hospital
Charleston, SC

Marine Corps Recruit Depot
Parris Island, SC

ALABAMA

Gunter Air Force Base
Montgomery, AL

TENNESSEE

Tennessee Valley Authority
Chattanooga, TN

Department of Veterans Affairs Hospital
Nashville, TN

OHIO

Department of Veterans Affairs
Dayton, OH

Environmental Protection Agency
Cincinnati, OH

REGION VI:TEXAS

U.S. Army Depot
Corpus Christi, TX

Naval Air Station
Corpus Christi, TX

Naval Air Station
Chase Field
Beesville, TX

Naval Air Station
Kingsville, TX

Reese Air Force Base
Lubbock, TX

REGION VII:IOWA

Department of Agriculture
National Animal Disease Center
Ames, IA

Department of Agriculture
National Veterinarian Laboratory Services
Ames, IA

NEW MEXICO

Cannon Air Force Base
Clovis, NM

Department of the Interior
Bureau of Indian Affairs, Facilities Office
Albuquerque, NM

Department of the Interior
Bureau of Indian Affairs, Area Office
Albuquerque, NM

Department of the Interior
Fish and Wildlife Services
Albuquerque, NM

Department of the Interior
National Park Service
Santa Fe, NM

Defense Nuclear Agency
Field Command
Albuquerque, NM

MISSOURI

Department of Transportation
Coast Guard, Second District
St. Louis, MO

Department of Veterans Affairs
VA Hospital
Columbia, MO

REGION VII (con't):IOWA (con't)

Department of Agriculture
Soil Conservation Service
Des Moines, IA

Army Air National Guard
Johnston, IA

KANSAS

National Guard
Topeka, KS

Department of Veterans Affairs
Medical and Regional Office Center
Wichita, KS

Department of Veterans Affairs
VA Medical Center
Topeka, KS

REGION VIII:NORTH DAKOTA

Department of Agriculture
Soil Conservation Service
Bismarck, ND

National Guard
Bismarck, ND

General Services Administration
Fargo, ND

MISSOURI (con't)

Department of Veterans Affairs
VA Medical Center
Kansas City, MO

Department of Veterans Affairs
VA Medical Center
Jefferson Barracks, MO

NEBRASKA

Department of Veterans Affairs
Medical Center
Omaha, NE

MONTANA

Department of the Interior
Indian Health Service
Billings, MT

Department of the Interior
Bureau of Indian Affairs
Billings, MT

Department of Agriculture
Gallatin National Forest
Bozeman, MT

REGION VIII (con't):

MONTANA

Lolo National Forest
Missoula, MT

Forest Service Procurement Office
Missoula, MT

Roots National Forest
Libby, MT

National Guard
Butte, MT

Flat Head National Forest
Kalispell, MT

Farmers Home Administration
Bozeman, MT

Soil Conservation Service
Bozeman, MT

REGION IX:

CALIFORNIA

Marine Corps Base
Twentynine Palms, CA

March Air Force Base
Riverside, CA

George Air Force Base
Victorville, CA

Navy Amphibious Base
San Diego, CA

Naval Station
San Diego, CA

Naval Weapons Station
Corona, CA

Supervisor of Shipbuilding
San Francisco, CA

Army Corps of Engineers
San Francisco, CA

Naval Supply Center
Oakland, CA

Naval Weapons Station
Concord, CA

Naval Shipyard, Mare Island
Vallejo, CA

Military Traffic Management Command
Oakland, CA

/1/ Initial Submission

U.S. SMALL BUSINESS ADMINISTRATION
PRIME CONTRACTS PROGRAM QUARTERLY REPORT
(DOLLARS IN THOUSANDS)

APPENDIX B
(PARAGRAPH 2)

/2/ Revision

PART A TRADITIONAL PCR

1. Center Name		2. Code		3. Fiscal Year		4. Reporting Quarter 1 2 3 4			
5. Total Awards (\$000)			6. Awards to Small Bus. (\$000)			7. \$ Value of Set-Asides (\$000)			
8. # Contracts Awarded Competitively			9. # of \$ Awarded Competitively			10. # Visits to Center			
11. Small Business Set-Aside Savings (\$000) a. Procurement History b. Procurement Estimate				12. # (a) Recommendations a. # Made b. \$ Amount (\$000)		13. # PRs Reviewed			
14. # Counsel Cases		15. Subcontracting Plans a. # Reviewed b. # Accept. c. # Unaccept. d. # Not Corrected e. # Goals Incr. f. # Goals Incr.							
16. Small Business Sources a. # Furnished b. # Bid		c. # Awarded Contracts		d. \$ Value Contracts (\$000)		e. \$ Savings (\$000)			
17. Class Set-Asides Made (Enter # Items/Services)		18. Form 70s a. # Issued b. \$ Value (\$000)		c. # Accepted		d. \$ Value (\$000)			
19. SBA Appeals to RCA/HFA a. # Won b. # Lost		20. SBA Recommendations to Relax Restrictive Specs., Clauses, Delivery Schedules, etc. a. # Recommendations Made b. # Recommendations Accepted c. \$ Savings (\$000)							
Comments or Explanations to Any of the Above (Use additional sheets if needed):									
Traditional PCR Signature and PCR Code:						Date:			
ARA/PA Signature (Verifying The Accuracy Of the Data):						Date:			

/1/ Initial Submission

U.S. SMALL BUSINESS ADMINISTRATION
PRIME CONTRACTS PROGRAM QUARTERLY REPORT
(DOLLARS IN THOUSANDS)

SOP 60 02 3E
APPENDIX 8
(PARAGRAPH 3)

/2/ Revision

PART 8 BREAKOUT PCR

21. Center Name		22. Center Code		23. Fiscal Year		24. Reporting Quarter	
						1 2 3 4	
25. # Items Screened		26. # Items Recommended to Center For Breakout		27. Estimated \$ Value Items Recommended (\$000)			
		a. # Submitted b. # Rejected		a. \$ Value Submitted		b. \$ Value Rejected	
28. Form 1485 (Appeals at Installation Level)							
a. # Submitted		b. \$ Value (\$000)		c. # Accepted		d. \$ Value (\$000)	
29. # Counseling Cases		30. # Items Brokenout		31. Brokenout Items Purchased			
				a. # Items Purchased		b. \$ Value (\$000)	
32. Breakout Savings (\$000)				33. Other Documented Savings (Cost Avoidance, etc.)			
a. Procurement History		b. Procurement Estimate		a. \$ Savings (\$000)		b. # Items. Actions.	
34. # Business Sources Furnished							
a. Small b. Large		c. # Awarded Contracts		d. \$ Value of Contracts (\$000)		e. \$ Savings (\$000)	
		Small Large		Small Large		Small Large	
35. SBA Breakout Recommendations To Relax Restrictive Specifications, Bidding Clauses, Delivery Schedules, etc.							
a. # Recommendations Made to Center		b. # Recommendations Accepted		c. \$ Savings (\$000)			
36. Challenges to Proprietary Data				37. Unsolicited Engineering Proposals			
a. # Submitted b. # Won				a. # Received		b. # Submitted to Center	
Comments or Explanations to any of the Above (Use additional sheets if necessary):							
Breakout PCR Signature:				Date:			
12A/PA Signature (Verifying The Accuracy Of The Data):				Date:			

U.S. SMALL BUSINESS ADMINISTRATION
PRINT CONTRACTS PROGRAM
CASES INVOLVING LOWER PRICES TO THE GOVERNMENT

SOP 60 02 3E
APPENDIX 9
(PARAGRAPH 2)

1a. Procurement Center Name & Code		1b. Fiscal Year		1c. Fiscal Quarter 1 2 3 4				2. Business Sizes (Circle One) Small Large	
1a. Name and Address of Firm Awarded Contract				1b. System Identification or System Size					
1c. NSN/Description of Item NSN _____ NPN _____ Des _____		4a. Date Initial SBA Action		4b. Date Recommendation Accepted by Center		4c. Date of First Contract Award			
5. Current Contract Number		6. Current Award Date		7. Total \$ Value of Contract		8. Date of Current SBA Action			
9. Savings SBA _____ Breakout _____ Other _____ Restrictive _____ Previous Unit Price \$ _____ X (times) Deflator Factor X _____ Adjusted Previous Unit Price \$ _____ - (minus) Current Unit Price \$ _____ Difference \$ _____ X (times) # Units Purchased X _____ \$ Savings \$ _____ Enter Above Savings In (\$000) \$ _____					10. Sources Added Savings Price of Best Highest Non-SBA Furnished Bidder or Previous Award Price \$ _____ Minus Price of SBA Furnished Bidder Awarded Contract \$ _____ \$ Savings \$ _____ \$ Enter Above Savings In (\$000) \$ _____				
11. Brief Description of SBA Action					12. Indicate if Savings Resulted From An SBA Appeal. _____ FORM 70 _____ FORM 1405				
					13. Indicate Which Implicit Price Deflator (Year & Category) Was Used To Calculate Your Savings In Block 9 Of This Form 101. Year _____ Category of Deflator _____				
PCR Signature:					Date:				
ARA/PA Signature (Verifying The Accuracy Of The Data):					Date:				

List of PCR Locations by Activity and Region

June 6, 1990

REGION I:Traditional

Dept. of Transportation
Cambridge, MA

SBA, Regional Office
Boston, MA

Dept. of Veterans Affairs Hospital
West Haven, CT

Dept. of Veterans Affairs Hospital
Togus, ME

Navy Underwater Systems Center
Newport, RI

SBA District Office
Concord, NH

Breakout

Hanscom AFB, Electron. Sys. Div.
Bedford, MA

REGION II:Traditional

General Services Administration
New York, NY

Army Armament R & D Center
Dover, NJ

Army Commun.-Electronics Comm.
Fort Monmouth, NJ

Breakout

Army Armament R & D Center
Dover, NJ

Army Commun.-Electronics Comm.
Fort Monmouth, NJ

TraditionalREGION IV:

Dept. of Health & Human Services
Research Triangle Park, NC

Naval Supply Center
Charleston, SC

Army Corps of Engineers
Louisville, KY

Warner Robins AFB
Warner Robins, GA

SBA Regional Office
Atlanta, GA

SEA District Office
Jacksonville, FL

Eglin AFB
Eglin AFB, FL

Army Missile Command
Huntsville, AL

Army Corps of Engineers
Nashville, TN

REGION V:

Army Arman. Munitions & Chemical Comm.
Rock Island, IL

Dept. of Veterans Aff., Marketing Ctr.
Hines, IL

Defense Construct. Supply Ctr.
Columbus, OH

Wright-Patterson AFB
Dayton, OH

Defense Electronics Supply Center
Dayton, OH

Army Corps of Engineers
St. Paul, MN

Army Tank-Automotive Command
Warren, MI

Breakout

Warner Robins Air Logist. Ctr.
Warner Robins, GA

Marine Corps Logistics Base
Albany, GA

Naval Training Systems Center
Orlando, FL

Eglin AFB, Munitions Sys. Div.
Eglin FAB, FL

Army Missile Command
Huntsville, AL

Army Arman. Munitions &
Chemical Comm., Rock Isl, IL

Defense Construct. Supply Ctr.
Columbus, OH

Wright-Patterson AFB, Aeronaut.
Sys. Div., Dayton, OH

Defense Elect. Supply Center
Dayton, OH

Naval Avionics Center
Indianapolis, IN

Army Tank Authmotive Command
Warren, MI

TraditionalREGION VI:

SBA District Office
Little Rock, AR

Kelly AFB, SA Air Logis. Ctr.
San Antonio, TX

Army Corps of Engineers
Ft. Worth, TX

Tinker AFB, OK Air Logis. Ctr.
Tinker AFB, OK

Kirtland AFB
Albuquerque, NM

REGION VII

Army Aviation Systems Comm.
St. Louis, MO

Army Troop Support Command
St. Louis, MO

Dept. Of Agriculture
Kansas City, MO

De Moines Area Community College
Des Moines, IO

REGION VIII:

SBA Regional Office
Denver, CO

Hill AFB, Ogden Air Logis. Center
Clearfield, UT

Dept. of the Interior
Billings, MT

Minot AFB
Minot, ND

Breakout

Kelly AFB, SA Air Logis. Ctr.
San Antonio, TX

Tinker AFB, OK Air Logis. Ctr.
Tinker AFB, OK

Army Aviation Systems Comm.
St. Louis, MO

Army Troop Support Command
St. Louis, MO

Hill AFB, Ogden Air Logis. Ctr.
Clearfield, UT

REGION II:

CALIFORNIA

SUPSHIP Conversion and Repair
Long Beach, CA

Military Sealift Command
Oakland, CA

Naval Air Station
Moffett Field, CA

Beale Air Force Base
Marysville, CA

Mather Air Force Base
Sacramento, CA

Naval Construction Battalion
Port Hueneme, CA

NEVADA

Naval Air Station
Fallon, NV

REGION I

ALASKA

Port Ord
Hutchinson, CA

Shreve Depot
Lathrop, CA

Orinda Air Force Base
Sunnyvale, CA

Castle Air Force Base
Merced, CA

Towles Air Force Base
Fairfield, CA

ARIZONA

Marine Corps Air Station
Yuma, AZ

HAWAII

SUPSHIP, Conversion and Repair
Pearl Harbor, HI

BREAKOUT DATA FOR FISCAL YEARS 1987-1989

	FY87	FY88	FY89	TOTALS
ITEMS SCREENED	136,543	148,413	153,544	438,500
RECOMMENDATIONS				
# SUBMITTED	2,788	10,300	5,864	18,952
# ACCEPTED	2,172	9,627	5,674	17,473
APPEALS (FORM 1485)				
# SUBMITTED	57	32	18	107
# ACCEPTED	43	24	8	75
ITEMS BROKENOUT	2,251	9,803	5,377	17,431
BROKENOUT ITEMS PURCHASED	1,166	1,008	803	2,977
VALUE (\$000)	\$427,600	\$299,589	\$265,078	\$992,267
BREAKOUT SAVINGS (\$000)	\$163,800	\$257,706	\$255,266	\$676,772
RELAX RESTRICTIVE SPECS				
# ISSUED	58	18	38	114
# ACCEPTED	48	17	18	83
SAVINGS (\$000)	\$48,648	\$5,001	\$6,962	\$60,611
PROPRIETARY DATA CHALLENGES				
# SUBMITTED	211	233	113	557
# WON	211	220	104	535
UNSOLICITED ENG. PROPOSALS				
# RECEIVED	65	97	116	278
# SUBMITTED	65	106	116	287

TRADITIONAL PROCUREMENT CENTER REPRESENTATIVES
PRIME CONTRACTS PROGRAM
FISCAL YEARS 1983 - 1989
(Dollars in Thousands)

FY	Total Awards	Total Awards to SB	Total SB Set-Asides	% of SB Awards to Total	% of SA to Total SB Dollars	% of SA to Total Dollars	# of HR's Reviewed	Form 70s(1) Issued	Form 70s(1) Accepted	% of 70s Accepted	\$ Value of 70s(2) Accepted	Counsel Case Handled	# 8(a) Recomm	Value of 8(a) Recomm
1983	105,821,858	21,087,691	9,098,313	19.9	43.2	8.6	151,095	995	848	85.2	-	3,856	-	-
1984	130,015,017	25,081,758	11,725,957	19.3	46.8	9.0	177,239	945	846	89.5	-	4,278	4,232	1,171,496
1985	149,750,305	28,645,209	13,840,375	19.1	48.3	9.2	171,809	1,111	987	88.8	-	4,515	2,477	1,690,217
1986	140,714,477	26,862,515	13,219,903	19.0	49.2	9.3	163,334	1,080	880	81.5	-	3,874	3,878	2,688,830
1987	134,659,138	28,176,394	14,711,423	20.9	52.2	10.9	125,166	788	598	75.9	512,002	4,653	3,063	1,236,732
1988	167,096,067	30,891,449	14,555,343	18.5	47.1	8.7	106,358	743	597	80.3	857,568	5,453	2,384	2,500,182
1989	133,598,511	27,196,227	11,353,679	20.4	41.7	8.5	102,961	464	360	77.6	849,820	5,720	1,396	983,846

(1) SBA Form 70's are issued by the TROR in response to unwarranted set-aside rejections or withdrawal of existing set-asides by the procuring agency.

(2) Fiscal Year 1987 is the first year that this figure has been reported.

TraditionalREGION IX:

SBA District Office
San Diego, CA

SBA District Office
Glendale, CA

AF Space Division
Los Angeles, CA

SBA Regional Office
San Francisco, CA

McClellan AFB, Sacram. Air Log. Ctr.
Sacramento, CA

NASA, Ames Research Center
Sunnyvale, CA

SBA District Office
Phoenix, AZ

Army Western Command
Ft. Shafter, HI

REGION X:

General Services Administration
Auburn, WA

SBA District Office
Portland, OR

SBA District Office
Anchorage, AK

Breakout

AF Space Division
Los Angeles, CA

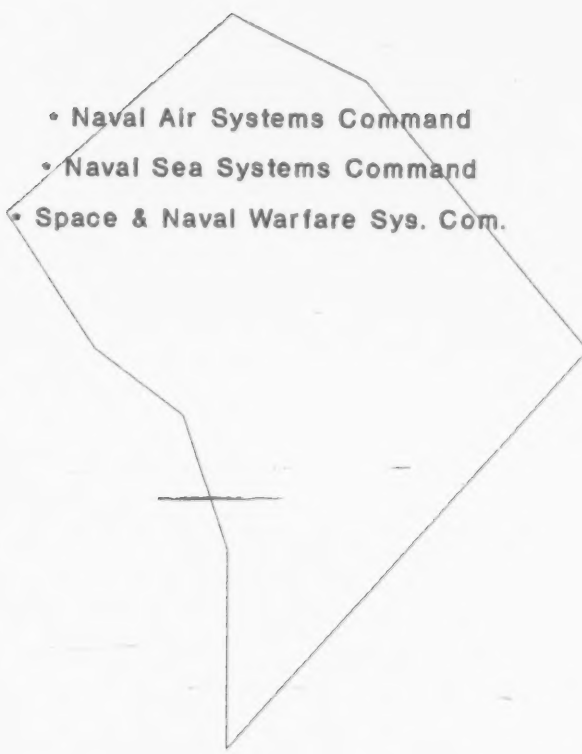
Ballistic Missile Organization
El Segundo, CA

McClellan AFB, Sacramento
Air Logistics Center ---
Sacramento, CA

TPCR Locations Washington D.C.

- 
- Naval Air Systems Command
 - Department of Transportation
 - General Services Administration
 - Dept. of Health & Human Services
 - Dept. of the Treasury
 - Dept. of Energy
 - Nat. Aeronautics & Space Admin.

BPCR Locations Washington D.C.

- 
- Naval Air Systems Command
 - Naval Sea Systems Command
 - Space & Naval Warfare Sys. Com.

TPCR Locations Region I



BPCR Locations Region I



TPCR Locations Region II



BPCR Locations Region II



TPCR Locations Region III



BPCR Locations Region III



TPCR Locations Region IV



BPCR Locations Region IV



TPCR Locations Region V



BPCR Locations Region V



TPCR Locations Region VI



BPCR Locations Region VI



TPCR Locations Region VII



BPCR Locations Region VII



TPCR Locations Region VIII



BPCR Locations Region VIII



TPCR Locations Region IX



BPCR Locations Region IX



TPCR Locations Region X



TESTIMONY OF
JOSEPH FOGLIA
TRADITIONAL PROCUREMENT CENTER REPRESENTATIVE
AT
NASA LANGLEY RESEARCH CENTER, HAMPTON, VIRGINIA
ON THE PROCUREMENT CENTER REPRESENTATIVE PROGRAM
BEFORE THE SUBCOMMITTEE ON
PROCUREMENT, TOURISM & RURAL DEVELOPMENT
OF THE
COMMITTEE ON SMALL BUSINESS
U. S. HOUSE OF REPRESENTATIVES

June 12, 1990

My name is Joseph Foglia. I am the resident Traditional Procurement Center Representative at NASA, Langley Research Center in Hampton, Virginia. In addition to NASA, I also have liaison responsibilities for nine DOD installations. My duties require me to:

- o Review Procurement Requests for solicitations that are not set-aside by the assigned agency and are valued over \$25,000.00.
- o Initiate individual or class set-asides on all acquisitions meeting the criteria of the Federal Acquisition Regulation that have not been unilaterally set-aside by the procurement center.
- o Counsel small business firms in the way to do business with the Federal Government.

- o Assist small firms having problems with a Federal Agency. This can include problems as diverse as understanding solicitation terms and conditions or receiving payment on a completed contract.
- o Continually review the acquisition system and regulations at my assigned agencies to assure that small businesses receive the maximum opportunity to participate in agency acquisitions.
- o Appeal unwarranted rejections or requests for withdrawal on both unilateral and SBA initiated set-asides.
- o Recommend acquisitions for 8(a) consideration and assist the agency in identifying approved firms in the 8(a) program.
- o Assure that agencies comply with the requirement that acquisitions valued at less than \$25,000 be reserved exclusively for small business if two or more small firms can be expected to submit offers at a fair market price.
- o Review subcontracting plans submitted to the agency for all acquisitions exceeding \$500,000, or \$1 million for construction, and assure that small, small disadvantaged and women owned businesses receive a fair share of the subcontracting opportunities.

- o Hold a meeting annually with the Head of the Procurement Center to discuss small business participation at the center and any deficiencies detrimental to their participation and recommended corrective action.

This is an abbreviated explanation of my duties and responsibilities. I would like to give you a specific example of a small business set-aside that I effected. The Naval Facilities Engineering Command in Norfolk, Virginia, has a yearly requirement for maintenance dredging at Norfolk Naval Station. In previous years the solicitation has been set-aside for small business. Since the Navy was increasing the project depth and almost half of the total requirement had to be dredged in a 20 day period, they planned to issue an unrestricted solicitation. I checked with the three potential small business bidders and they were aware of the added requirements and assured me that they could meet the specifications and planned to submit bids. I issued a Form 70, requesting that a small business set-aside be made, which was denied by the contracting officer. I further appealed the case to the Head of the Procuring Activity, who also denied my request. The case was forwarded the SBA central office, Office of Procurement Assistance for further appeal to the Secretary of the Navy by the Administrator of SBA. The Secretary of the Navy sustained our appeal and the solicitation was issued as a total small business set-aside. The estimated dollar value of the procurement was \$2.4 million.

I would be happy to expand on a description of my duties as a Traditional PCR and answer any questions the Chairman and Committee members may have. Thank you for your attention and interest.

TESTIMONY OF
 JOSEPH GIORDANO
 BREAKOUT PROCUREMENT CENTER REPRESENTATIVE AT
 NAVAL AVIATION SUPPLY OFFICE, PHILADELPHIA, PENNSYLVANIA
 BEFORE THE SUBCOMMITTEE ON
 PROCUREMENT, TOURISM, AND RURAL DEVELOPMENT
 OF THE
 COMMITTEE ON SMALL BUSINESS
 U.S. HOUSE OF REPRESENTATIVES
 JUNE 12, 1990

My name is Joseph Giordano. I am the Breakout PCR assigned to the Naval Aviation Supply Office (ASO) in Philadelphia, Pennsylvania. I serve as an advocate for the breakout of items for procurement through full and open competition, and promote the use of full and open competition, whenever appropriate, for the procurement of supplies and services at ASO.

I am the leader of the Breakout Team, which includes two Technical Advisors (one is an accredited Engineer, as I am, and one a Procurement Analyst), and a Procurement Assistant, who provides clerical support. We work closely with the Traditional PCR, and together form the SBA Team supporting small business participation in ASO acquisitions.

In the performance of my job, I review available documentation relating to supplies and services that are proposed for acquisition under restricted or sole source conditions. Based on an integrated assessment of technical/engineering and cost considerations, I determine which actions should offer opportunities for the introduction or expansion of competition, while maintaining the integrity of the system in which the item is used. The actual documents reviewed include engineering drawings and specifications, and other technical data describing the types of material required, tooling and labor skills required, and the production and fabrication processes involved. If any opportunities are identified, I coordinate with the appropriate ASO officials and recommend changes which will improve the competitive nature of the item. In order to promote the Breakout Program and ensure that our concerns regarding competition are not neglected, I maintain a close working relationship with the technical and engineering personnel at ASO.

An example of a breakout action we accomplished at ASO involves an adapter assembly for the J-52 Jet Engine, which is used on the U.S. Navy's A-4 and A-6 Attack Aircraft. The Navy intended to acquire these parts from a large business on a sole source basis. After reviewing the proposed procurement, we identified the actual

manufacturer of the part, which was a small business concern, and recommended that they be afforded an opportunity to compete for these parts. The small business won the award at a unit price which was \$7,433.07 less than the previous sole source award to the large business. The total savings to the Government for the quantities the Navy acquired in FY 1989 amounted to \$2,490,078.40.

I also counsel small business concerns seeking to do business with the Government, helping them understand some of the peculiarities involved in DOD procurement. Additionally, I intercede on behalf of small businesses who may have complaints or concerns which they believe unnecessarily preclude them from participating in acquisitions at ASO.

Together with the Traditional PCR, I hold an annual briefing with the Commander of ASO to review the extent and adequacy of their breakout activity. During this meeting I discuss both the strong and weak points of ASO policies and procedures as they relate to competition, and remind the Commander of our joint mandate to enhance competition.

Of course, the above does not encompass all of my duties, responsibilities, and program interrelationships. I would be happy to answer any questions the Chairman or Committee members may have regarding my Breakout Program mandate. Thank you for your attention and interest.

MEMORANDUM

June 27, 1990

TO: SKELTON, CONTE, LANCASTER; Jeff Kadis

From: Small Business Procurement Subcommittee

RE: Procurement Center Program Hearing of June 12

Recommendations for PCR programA. An independent arbitrator is needed to resolve PCR appeals because:

1. PCRs have no authority in final decision
- DoD has authority.
2. a DoD decision wastes PCR time and \$ if it rejects justifiable PCR determinations.
3. from testimony, it appears that sometimes DoD is prejudicial in making a final choice.
4. an objective, independent arbitrator
 - a. would encourage PCRs to expect results or at least fair consideration for their work.
 - b. prevent poor PCR performance for fear of rejection by DoD even after good work is done.
5. shifting to an objective arbitrator might lead to a better relationship with DoD in Small Business procurement.

B. Expand BPCR program beyond DoD/NASA into other agencies

1. Agencies appreciate having an independent organization to be accountable sometimes for what the agency itself would not initiate ordinarily.
2. Competition advocates are actual employees of the agency rather than true small business advocates with no interest in the agency's budget; this helps agency representation and balances power.
3. Congressman Wayne Owens is considering a call for such an expansion as a money saving feature.
(Dave Shalman @ 53011)

C. Act on unsolicited proposals

1. Multi-millions of SBA recommendations are awaiting DoD review due to reduced DoD funding for unsolicited proposals.
2. Unsolicited proposals require training/resources for
 - a. labor-intensive review
 - b. improved engineering decision-making abilities
 - c. quick response for placement of research and application proposals
3. Waiting for response or action is detrimental to small businesses investing in R & D, or speculating on contract placement by DoD.

D. Raising PCR training requirements

1. would ensure that PCRs are qualified for important technological and safety purposes.
2. might resolve PCR turnover problem by installing longer, progressive training program.
3. would speed process of handling unsolicited proposals.

E. Nationwide workshop/conferences are needed.

1. National meetings are only opportunity to network throughout 31 DoD locations of PCR program.
2. Opportunity for TPCRs and BPCRs to share techniques.

rd



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416



JUL 18 1990

Honorable Ike Skelton
Chairman
Subcommittee on Procurement, Tourism,
and Rural Development
Committee on Small Business
House of Representatives
Washington, D.C. 20515

Dear Mr. Chairman:

I appreciate your recent letter. It was indeed my pleasure to appear before the House Subcommittee on Procurement, Tourism, and Rural Development on June 12, 1990, in order to share with the members the status of our Procurement Center Representative (PCR) Programs. In recent months, my staff and I have considered the potential impact of shrinking dollars in the Federal procurement environment, particularly within the Department of Defense (DOD). We are initiating an in-depth study of the retrenchment of Federal defense procurement dollars with particular emphasis on the small business impact, the degree to which small business talent may be redirected to non-defense acquisitions, and, finally, the wisdom of reallocating our PCR resources so that civilian agency opportunities are maximized. Historically, we have emphasized DOD coverage by PCRs because that has been where the big dollars and multiple opportunities for small business existed. To the extent that the defense pool diminishes, we are laying the groundwork for alternative small business opportunities. When our study is completed, we will be happy to share the results with your committee.

The following responds to the specific questions you included in your June 19, 1990, letter. I have used the same numbering sequence contained in your inquiry.

(1) Traditional PCR Data Chart:

- o Statistical declines reflected in the Traditional PCR (TPCR) Data Chart are attributable to several factors. We have established an agencywide initiative to focus our field staff toward becoming more substantially engaged in increased counselling activity reaching both Federal procurement officials and small businesses, especially women and minority owned. To balance this time-consuming effort, the TPCRs have, in effect, strategized their Form 70 actions to maximize the dollar benefits for small business. For example, as shown in the TPCR Data Chart for 1989, 464 Forms 70 were issued resulting in \$849,820,000 in small business set-asides. This compares to 788 forms issued in 1987, with a substantially lesser result of \$512,002,000 set-asides.

Honorable Ike Skelton

Page 2

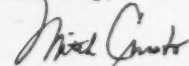
- o The decrease in small business set-asides is basically a function of: (1) the decrease in total contract awards from \$167 billion in Fiscal Year 1988 to \$133.6 billion in Fiscal Year 1989; and (2) a corresponding decrease in total small business awards from \$30.9 billion in Fiscal Year 1988 to \$27.2 billion in Fiscal Year 1989. Similarly, the decrease in the number of procurement (purchase) requests is also related to the decrease in total small business awards. As total purchase requests decrease, the number of awards also decreases.
- o The TPCR turnover rate alluded to in our testimony is almost exclusively a result of retirements. This new team of well-educated, enthusiastic men and women are now selling the set-aside message in a non-confrontational mode of operation, which is a departure from the confrontational mode the original TPCRs oftentimes projected.

(2) Breakout PCR Data Chart:

- o The Breakout PCR (BPCR) Data Chart shows a significant dropoff between Fiscal Years 1988 and 1989. In FY 1988, nearly 80 percent of the breakout recommendations submitted and accepted were attributable to the breakout teams located at Tinker Air Force Base (Oklahoma Air Logistics Center) and Kelly Air Force Base (San Antonio Air Logistics Center). Both teams performed a special search for the original manufacturers of parts. The large increase in FY 1988 statistics is attributable to this effort.
- o BPCRs, especially those reviewing spare parts, usually make recommendations for breakout prior to the initiation of formal procurement packages. For example, they may recommend changes to the Acquisition Method Codes (AMC) of items at a provisioning conference held months to years before those items are ever acquired. The AMC is assigned by a DOD activity to describe to the contracting officer and other Government personnel the results of a technical review of a part and its suitability for breakout. For this reason, the number of items broken out does not necessarily correspond to the number of items purchased in a given fiscal year. Because of this frequent time lag between breakout and acquisition, we distinguish between the two actions so that annual statistics will not be misleading.

Mr. Chairman, again thank you for the opportunity to meet with your subcommittee. We appreciate your continuing interest in and support of the small business community. Please contact me if I can be of further assistance.

Sincerely,



Mitchell F. Crusto
Associate Deputy Administrator
for Finance, Investment and Procurement